THE CANNED GOODS TRADE

AN INDEPENDENT Journal OF THE Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

OFFICE: 107-9 S. FREDERICK ST. BALTIMORE, MD.

VOL. XXIX. BALTIMORE, FRIDAY, OCTOBER 12, 1906. NO. 7.

EVERY RE-ORDER

IS THE MOST CONVINCING KIND OF

A TESTIMONIAL

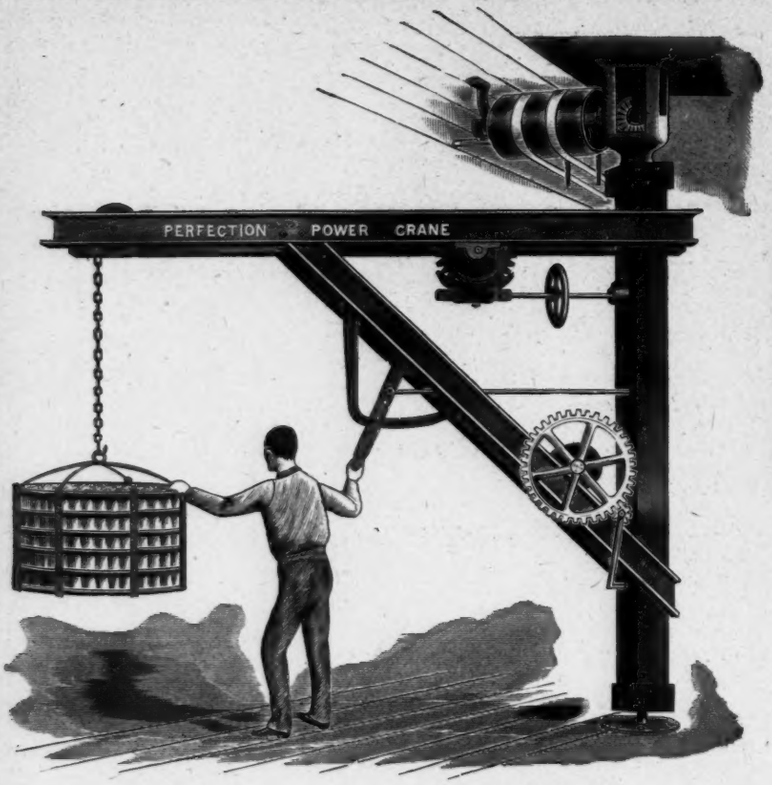
that "American" Packers' Cans give the best all-round satisfaction. "Same as last" is the highest kind of approval. Re-orders are proof positive of previous satisfaction. Complete satisfaction is the result only of supplying "good goods," and these in turn are made only of good materials, by skilful workmen.

These are the reasons why our factories—already having an annual capacity greater than all other manufacturers combined—are kept hustling filling re-orders. Packers' tin packages made by us are sure to give satisfaction.

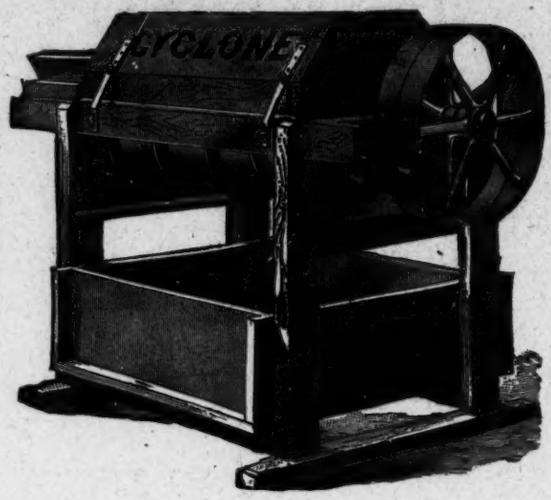
American Can Company

NEW YORK BALTIMORE CHICAGO SAN FRANCISCO

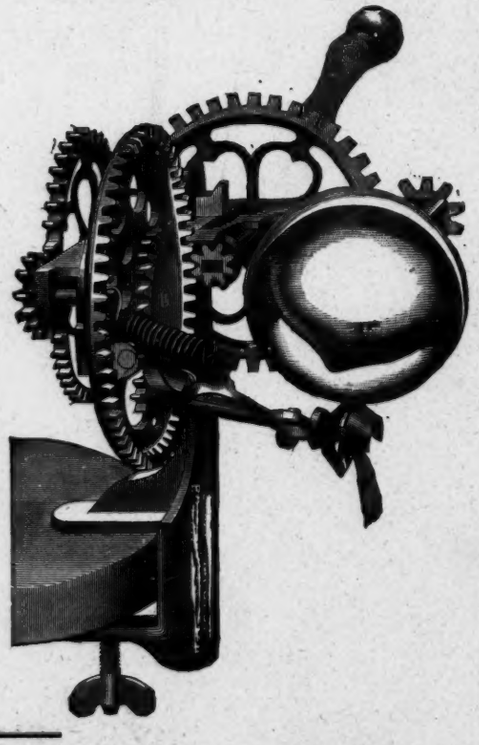
"PERFECTION" ..ROTARY.. POWER CRANE



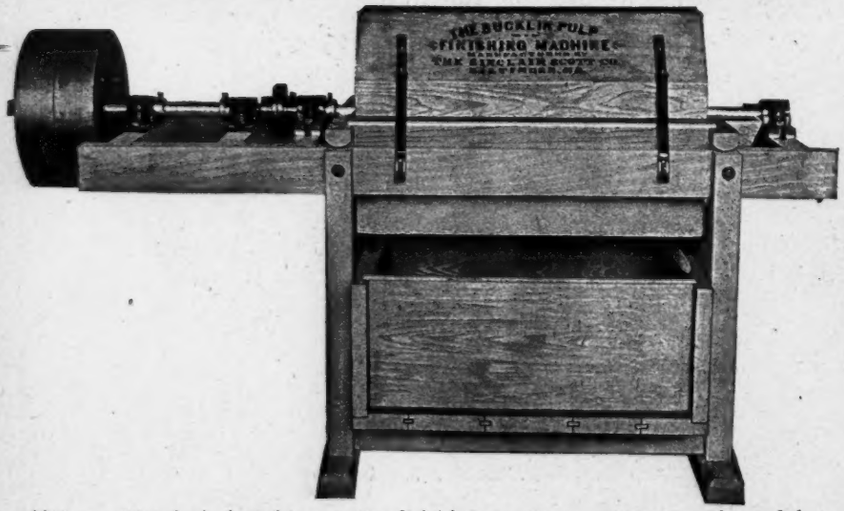
THE BUCKLIN CYCLONE ..PULP MACHINE..



ROTARY KNIFE PEACH PARER



THE BUCKLIN PULP FINISHING MACHINE



This machine is designed to put the finishing touches on tomato pulp and ketchups, remvoing all specks and imperfections, leaving the pulp fine grained and perfect.

THE SINCLAIR-SCOTT CO.

MANUFACTURERS OF..... CANNING HOUSE MACHINERY

BALTIMORE, - - MARYLAND.

"CLEAN AND BRIGHT" TIN PLATES

UNIFORM WEIGHT, COATING AND SHEARING.

MANUFACTURED IN THE MOST COMPLETELY EQUIPPED MILL IN THE COUNTRY. OUR TIN PLATES ARE SATISFACTORY IN EVERY RESPECT, AND WILL MEET THE REQUIRMENTS OF THE MOST PARTICULAR CAN MAKER.

INQUIRY INVITED.

POPE TIN PLATE COMPANY,

PITTSBURG, - PA.

CHARLES E. POPE, President.

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WE CAN HELP YOU!

WE HAVE HELPED OTHERS

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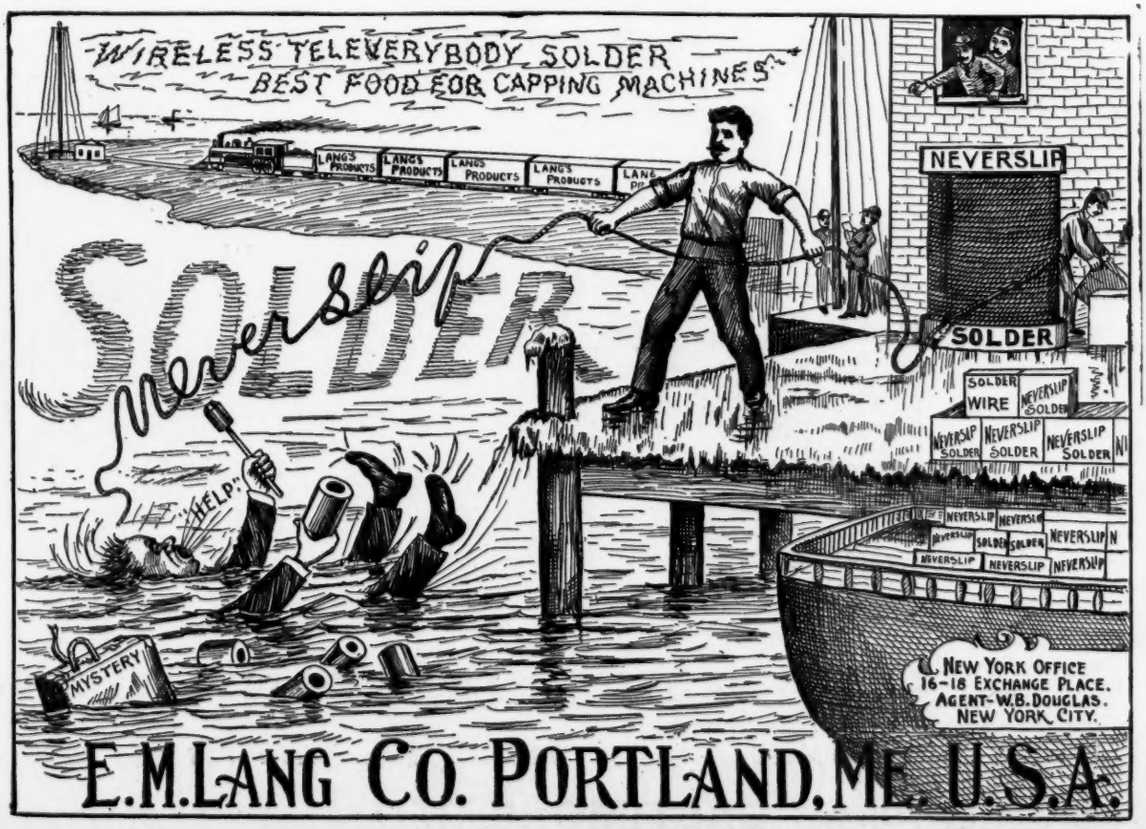
NEVERSLIP



E.M.LANG CO. PORTLAND, ME. U.S.A.

PROMPTNESS

in making Deliveries is one thing for which the Wheeling Can Co. is famous.

For the season of 1906 we will have a largely increased capacity and greater storage facilities, and will be in a position to take care of and furnish promptly any contracts we may undertake, and we trust that the trade will communicate with us and inquire into our facilities for furnishing them good Cans and making prompt shipment before placing their contract.

Our Word Backed Up

We offer the trade the following testimonial letter which we trust will convince them that we are able to furnish cans that are as nearly perfect as it is possible to make and that we are at all times in position to make prompt and quick shipments.

Eureka, Ill., Nov. 15, 1905.

Wheeling Can Co., Wheeling, W. Va.

Gentlemen:—Answering your favor of the 13th inst., we beg to state that our season's business with you has been most satisfactory. We have bought something over two million 2 lb. and 5 or 6 cars of 3 lb. cans and we have not had the slightest complaint of any nature to make on any shipment. As a season's supply of cans, they were the best that we ever used.

Your shipments have been prompt whenever requested and your attention to all of our orders and reqests has been all that we could possibly ask.

Yours very truly,
DICKINSON & CO.

Wheeling Can Company,

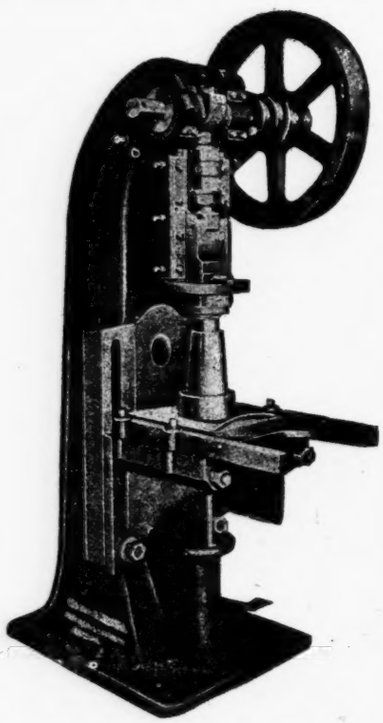
OLIVER J. JOHNSON, President.

WILLIAM DUGDALE, Sales Agent for Indiana and Kentucky,

301 Majestic Building, Indianapolis, Ind.

Slaysman Combination Wiring and Horn Press

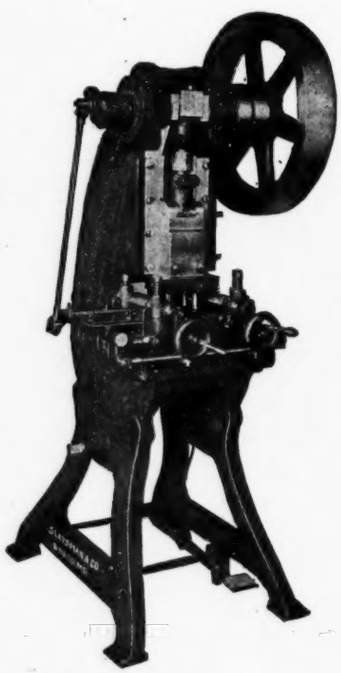
No. 39



Slaysman Power Press

No. 4

With Double Roll Feed



SLAYSMAN & COMPANY,

Factory: 125-127 East Falls Avenue. ***Office and Salesrooms: 718 East Pratt Street.***

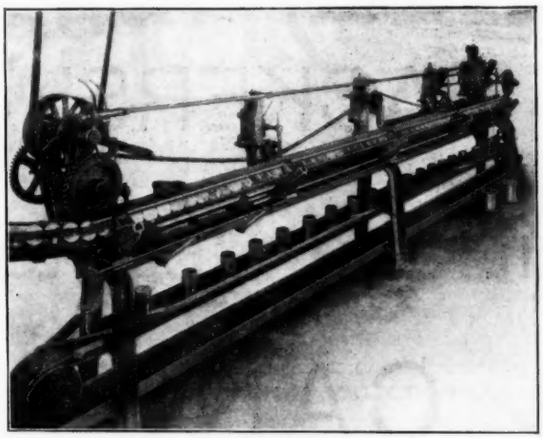
BALTIMORE, MD.

SAVE SOLDER. IT MEANS MONEY.

STEWART CAN SOLDERING MACHINES

Make Perfect Cans and USE LESS SOLDER Than any Others.

AUTOMATIC
ADJUSTABLE
SIMPLE
EXACT DISTRIBUTION
OF SOLDER

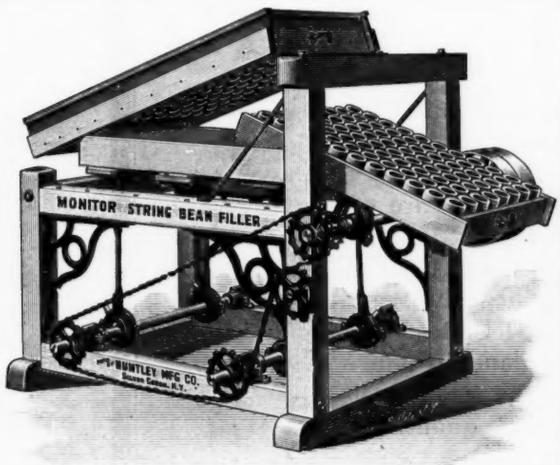


NO SOLDERING IRONS
NO SOLDER BATH
NO OXIDATION
NO WASTE

Patented. **STEWART END SEAM SOLDERING MACHINE.**

THE SIDE SEAM SOLDERING MACHINE OPERATES ON SAME PRINCIPLES.

Write for description of my Can Ender—The Best in Existence. . . **GEO. H. STEWART,** **374 PACIFIC ELECTRIC BUILDING. LOS ANGELES, - CALIFORNIA.**



The Ideal Can Filler.

Every canner recognizes the necessity for a can-filler in the process-room, and the MONITOR FILLER has been placed upon the market after a thorough study of the requirements. We claim that it is the most practical machine of its kind that has ever been brought to the notice of the trade.

The Monitor Can Filler

may be readily utilized for beans, apples, small-fruits, rhubarb, beets, etc.

Especial attention is directed to its value during the apple season. The constantly growing demand for this product was taken into consideration when this Filler was designed.

The machine has a capacity of 8,000 gallon cans of apples per day, doing the work for which from 25 to 30 women are required.

SEND FOR COMPLETE CATALOGUE OF MONITOR CANNERS' MACHINERY.

HUNTLEY MFG. CO.

Silver Creek, - New York.

PACKERS'
Fruit and Vegetable
CANS

AT seventeen of our factories special attention is given to producing the most satisfactory packing cans on the market. The very fact that we need seventeen factories to take care of the increasing demand for our product demonstrates that we make a can which meets the exacting requirements of the great host of fruit and vegetable packers in the United States.

Good materials and expert workmanship combine to make "American" cans the Standard. Send us your schedule of sizes and quantities and receive our quotations.

American Can Company

NEW YORK BALTIMORE CHICAGO SAN FRANCISCO

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, OCTOBER 12, 1906.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephone Wolf 1400—Private Exchange.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Gentle spring has probably crossed the equator Southward ere this and she has been supplanted with very ungentle fall in the Northern zone, at least in America. The past week or ten days has been full of equinoctial storms of more than unusual violence, and, though scientists may not believe that these disturbances are properly attributable to the equinoctial season, they certainly develop at that time. Sometimes earlier, sometimes a little later, and this autumn they have been nearly two weeks later. They do not cause great damage to fruit prospects or they would be more notable in canned goods circles. But they have this year anyhow caused particular injury to oyster interests, at least in the great Gulf section.

The hurricane that visited that section about one week ago, and it was probably a climax to the storms that have been raging down there, demolished very many of the oyster shacks and locations; but it has done more than this—it has so washed the oyster beds of the Gulf and contiguous territory, that it will be some time before they can recover from the destructive influences of mud which have overwhelmed the bivalves of that section. There have been some disturbances in this Chesapeake region from these windstorms and tidal influences arising from cyclones that have visited us from the Carribean. Whilst there has been no special damage done to the oyster beds, there has been some interference with oystering and marine craft in general.

More serious, however, than the windstorms in this locality has been the prolonged inactivity in marine matters here, caused by the strike of the captains and mates of bay going craft. This has virtually tied up all transportation on the water during the past week, both for passengers and freight. Most of these lines have come under the influence and control of the Pennsylvania Railroad, and the officers in question some years ago established an association to better their standing. The union, as it is in virtue, ordered this strike for the purpose of obtaining better pay from their employers, and the employers seem to be in a position not to care what business damage is being done by the strike and idleness. Thus out of twenty-six bay going steamers

not more than two continued in service, and the railroad managed to carry their freights by rail whilst lhe boats lay idle. Even the mails have been neglected. The virtual outcome of this strike will be a different arrangement through the merchants of this city in respect to marine lines, for it is seen that neither the shippers nor the business interests of Baltimore can stand this position of the railroad and its action in relation to their prosperity. All the bay territory east and west depends upon this city for communication and the city owes it to the commerce with those parts, as well as to their own interests, to see that these lines of communication are kept going.

Things have been comparatively quiet in the canned goods line during the past week. Whilst the oyster business has been steadily increasing as the season advances, it is now about seen that the tomato season is over, and its conclusion before the arrival of frost leaves a good many packers short on supplies to fill their orders, and some of them will be caught short. Taken altogether, now that it is possible to sum up the general situation for the season, the tomato pack of 1906 has been an unsatisfactory one which, starting out with the greatest anticipations, has steadily suffered from the bad weather that has reduced the pack to about 65 to 70% at the most of what was expected. The worst of it is this condition is not here only. There has not been a satisfactory pack anywhere in the country, and we are likely to witness much speculation and injuriously high prices again this winter.

These conditions have put a feeling of uncertainty into all parties connected with the industry, with the result that, whilst tomatoes are scarce and even the packers are hunting for them at present prices, the whole field is full of hesitation among buyers upon the point of paying higher figures.

Just at present No. 3 tomatoes are worth 90c. to 95c., but the spirit of doubt to which we allude seems to prevent their scoring $1.00 as the value, and we believe it depends upon the amount of carryover stock held by the syndicate from last year's pack as to what figures they will reach during the next month.

Cold weather has been steadily coming down from the North, and we are not likely to have any instance of Indian summer, as the excessive rains of the past season have kept the earth from storing up any heat to produce this effect. So far, however, there have been few frosts east of the Mississippi or south of the great lakes Michigan and Chicago report snow on the 8th, and snow has fallen in Ohio, Indiana and Illinois and in the mountains of Maryland and white frost showed here about the same date. This virtually ends the packing of summer articles, and the demand of the canning houses will be for apples, squash and soaked goods, besides oysters.

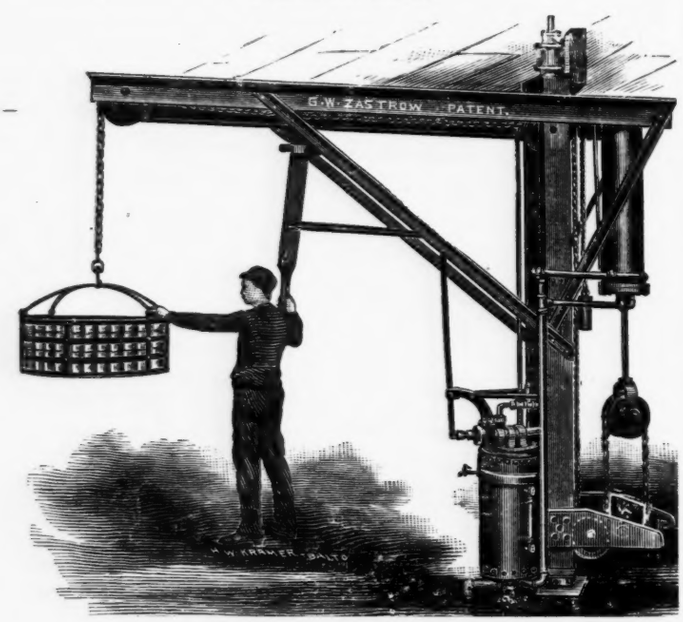
It will be interesting to see what kind of cases will come up before the Pure Food Commission on the soaked goods business. It will probable give the label makers quite a study to provide labels for those kind of goods. It is to be hoped the Commission will show unusual wisdom and discrimination in their study of that phase of the subject.

There has been little change in the market reported by the brokers during the week. The market in small fruits has been trying to level itself with closing values in all prices. Thus blueberries have advanced from 5c. to 10c.; strawberries from 5c. to 7½c.; whilst raspberries have declined about as much. Corn has settled into a quiet dogged condition. The pack has not been great but has been enough to throw a damper on the values of the holdings from last season. In this market standard evergreen is quoted at 55c, to 60c. New York or Maine style county pack 52½c. to 55c. according to brands. And shoepeg 60c. to 62½c.

The peach pack, as all know, is short; but there is very little variation from the previous week in the prices given. In fact as a rule the only change is in number 2 seconds which in both white and yellow have advanced 5c. and are quoted now at 85c.

ZASTROW'S PATENT HYDRAULIC CRANE

STEAM IMPELLED



The Crane here shown is entirely of iron and steel, put together in the strongest possible manner, which, combined with its simplicity, reduces the liability to get out of order to the minimum. The consumption of steam used as an impelling force is very small making it very economical. To all the above may be added, one man can operate it, having control of the article hoisted and the crane. The control, by means of the shifter handle, is absolute in raising, lowering or stopping the goods at any desired point. Hand power can be attached when desired, at a small additional cost, thus adding another desirable feature. This is not an experiment—has proved itself a perfect success—best references. No belts to get injured by steam. All that's needed is a steam pipe and an exhaust pipe.

GEO. W. ZASTROW,

1404-1410 THAMES ST. *BALTIMORE, MD.*

THE GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

Manufacturers of

EUREKA

SOLDERING FLUX

Will tell you they have now in store and transit a hundred barrels subject to the order of

ROBT. C. GRIFFITH & CO.

Maryland Bank Bldg.

BALTIMORE, *MARYLAND.*

They don't carry it here for fun, but to supply the demand for the Best. Most Reliable, Safest and Most Economical Flux made.

ASK ANY USER HIS OPINION.

Our booklet tells how and why. *Send for it today.*

to 90c. No. 3 standards are quoted at $1.50 to $1.55 for both white and yellow, and extra yellow at $1.65. Selected yellow at $1.85. No. 3 pie unpeeled 80c. to 85c. and peeled pie yellow $1.20. Gallons unpeeled $2.60; peeled gallons not quoted.

There has been some advance in the prices of peas, which are stronger in all grades. In early June standards and sifted the lower quotations are marked out, and in the seconds and sifted they are marked 5c. higher, the prices being 90c. to 95c. for no. 2. No. 2 seconds marrowfats are also higher and are quoted at 90c.

Pineapples shows no change in quotations on the week, except for no. 2 seconds in water, eyeless and coreless, which are held at 75c.

Quotations on tomatoes are now marked at 90c. to 92½c., as we have stated, for no. 3 standards, and the same for country stock; extras at 92½c. to 95c. and 97½c.

In canners' metals there has been no increase in the demand for cans and the oyster troubles in the Gulf will cause something of a falling off in that section. The makers are all holding their prices at previous values, and there is no change in the quotations of tin plates, pig tin nor lead; this condition leaves packers metals in the same condition they were last week. But a variation in the value of tin may occur any day.

For canners' metals see regular page.

NEW YORK MARKET.

NEW YORK, Oct. 10.—Not many features have been noted in the canned goods trade of late. Buyers are not particularly anxious to increase their holdings and are taking only what are actually required from day to day. Some inquiries are reported, but as a whole even these are more or less quiet. Holders are not particularly anxious to sell and in nearly all instances insist upon full prices for their goods. Conditions are thought to be favorable, though there is some indication of a slight falling off in interest in some lines. Otherwise the market remains substantially as it was last week, the comparatively slight fluctuations depending more upon local conditions than upon any great demand in the general market.

Tomatoes.—Offerings have been reported at 90c. but the general quotation is 92½c to 95c f. o. b. factory, for standard Maryland 3s. Some holders are asking $1.00, but that figure puts them out of the race. Local jobbers are less inclined to take hold on the present basis and are buying just as few as they can. Here and there business is being done and in some instances sales are made at the 90c f. o. b. factory basis. Some business has been done for Western account and important speculative interests are looking for stock. As a whole, however, the ideas of buyers are below those of sellers and movement is restricted in consequence. Some business is reported for gallons at $3.25 for Maryland pack and $3.50 for New Jerseys. The pack of gallons is light. The general opinion seems to be that the total pack will be below consumptive requirements. It is pointed out, however, that increased prices will reduce consumption somewhat. It is impossible to say how much, but probably not enough to amount to anything.

Corn.—The market is weak and the tone is easy. Buyers are not asking for stock and holders are anxious to get rid of the stock as quickly as possible. It is impossible to say with any degree of accuracy what the pack has been, but the best information indicates that it was heavier than was expected, and this has created more or less weakness in the market. It is certain that the pack will be heavy, and this coupled with the knowledge that there was a liberal carry over has contributed to the general depressions. Jobbers are doing no buying now. They are waiting for the close of the pack and for influences to re-adjust themselves.

Peas.—The demand is fair and the market is firm. Little

"AMALIE BRAND"

NO LEAKS SOLDERING FLUX NO PIN HOLES

TOMATO BEET COLOR. APPLE BLEACH. PRESERVING SALTS.

Our Booklet "HINTS FOR THE CANNER" Mailed Free on Request.

GERMAN AMERICAN CHEMICAL WORKS

L. Sonneborn Sons

NEW YORK, BOSTON, ST. LOUIS,
BALTIMORE, NORFOLK, OIL CITY, PA.
PHILADELPHIA, NEWARK, N. J. PETROLIA, PA.

interest is reported beyond supplying routine requirements. Holders will not dispose of their stock at prices which allow speculators much chance, consequently they are not devoting much attention to peas. Small lots only are being handled now.

Beans.—A fair interest is reported in beans. Most holders are ready to let their stock go at a fair price, but others are rather desirous of holding on. The prospect for improvement in trade is promising.

Salmon.—The spot market is steady, but demand is quiet. Red Alaska tall's are offered at $1.02½ here. Some buying of new pack for shipment from the Coast has been reported at opening prices for interior account. Spot pink salmon is in small compass. Fancy chinook flats and halves are wanted and prices remain firm because of scarcity. Other grades are quiet and unchanged.

Sardines.—The market is firm and sales are generally sufficiently heavy to keep everything that arrives cleaned up. Demand would be even better, but packers will not sell in advance of the pack.

Fruits.—Demand for all descriptions is active and under small supplies in first hands the tone of the market is strong and prices are advancing. Inquiry for extra standard apricots, 2½s is in excess of the supply. The shortage of stocks in jobbers' hands here is attributed in part to the failure of goods to arrive which were shipped sometime ago. Car shortage is assigned as the reason.

HUDSON.

CALIFORNIA LETTER.

SAN FRANCISCO, CAL., October 15, 1906.

Another week with few interesting developments in canned goods has just closed. There is a very good reason for such a state of affairs owing to the heavy sales already made by our packers to eastern and middle western trade.

As has been well said just recently by a prominent broker, "there is not a packer in the state who has a full line." Cherries are all gone; likewise berries, and you have to use all sorts of schemes to locate any apricots, peaches, plums, etc. Pears are the only variety of fruit of which there is a surplus, and this will not long be the case on account of the shortage in other lines.

The weather still remains excellent and all canneries who pack same are hard at work on tomatoes. If we have the balance of the month to work a very good sized pack will be made. The situation is firm and advancing—2½ lb. standards being quoted at 82½ cents. Even at this price it is hard to find a seller—prices will probably go higher.

Several weeks ago I referred to the German Insurance Co. of Freeport. The situation today is as follows: "This concern, which at first settled claims at 60 cents on the dollar, then suspended payment altogether, has made an arrangement with the banks of this city for handling outstanding claims of policy-holders. The company proposes to pay 60 cents on the dollar in all of these claims, and the success of its arrangement with the banks depends on the acceptance of this rate by practically all of the claimants. Policies are to be deposited in escrow with certain of the banks, and the money is to be turned over by the company to these banks or the policy-holders, who are not to be charged for any cost in the matter. The company has to raise funds, and it is to be allowed until November 10th to make payment.

Japanese Sardines in America.

Some 180,000 tins of Japanese sardines in oil have recently been sold by S. Hoshino and K. Nakamura, of New York City, representing the Japan Canning Company of Nagoya, says the Japanese-American Commercial Weekly. This was the first notable sale of Japanese sardines in this country. The fish (Clupea Melanosticta) being of same genus, is declared to be very similar to French sardines and fully equal in food value, by United States Deputy Fish Commissioner Dr. H. M. Smith, who made a special study of the Japanese fishes and fisheries during his official visit to Japan four years ago.

With the gradual decline of the French sardine catch on one hand, and the practically inexhaustible sardine supply in Japan, coupled with the cheap labor on the other, Japanese sardines seem to have a great commercial possibility in this country, where the demand for this particular fish is steadily growing. By the way, this same product was awarded a grand prize at the St. Louis Exposition of 1904.

A COMPLETE COURSE
IN CANNING

The book that should be in every cannery. Full and complete Practical Working Formulæ for the packing of every article in the food line. Every formula is a tried and proven success—no experiments. : : : : : : :

IMPROVE YOUR PACK

BE SURE YOU ARE RIGHT

And this you can do if you have this book to consult. It may save you thousands of dollars in one seeson. And yet the price is but $5.

THE TRADE

Baltimore, - - - Maryland

EDW. RENNEBURG & SON.
MACHINE and BOILER WORKS.
1917-1919 Aliceanna St. Baltimore, Md.

IMPROVED STEEL PROCESS KETTLE.

Exuipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

VIRGINIA - CAN - COMPANY

Buchanan - - - - - - - - Virginia

THE BEST CANS

Packers cannot afford to use any except the BEST CANS, no matter how cheap the price.

THE VIRGINIA CANS

ARE EQUAL TO ANY ON THE MARKET AND THEY ARE SOLD AT THE USUAL PRICES . . . .

The shipping facilities of the Virginia Can Company are unsurpassed. Being located on two main trunk lines its customers have the advantage of prompt deliveries and cheap freight rates on all shipments, whether North, East, South or West.

VIRGINIA - CAN - COMPANY

Buchanan - - - - - - - - - - Virginia

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The tomato situation and outlook are practically unchanged, the demand being very moderate and quotations showing about the same range as last week. The pack is still uncertain as to size, some authorities contending that there is a full output of tomatoes and others maintaining that the pack is short. In Indiana the packing operations are still in progress, but it is estimated that the pack will not exceed 60% of a full pack. Gallons are relatively scarce. Corn is proving a disappointment in Maine, owing to the shortage in fancy grade. The Maine style corn, Southern pack, is offered freely, but is not wanted as a substitute for Northern corn, and State pack is also very quiet, with prices nominal. Maryland corn, Maine style, 55c. delivered hore. Beans are held at full prices. Peas of low grade are inquired for and sales of fair quantittes are reported. Asparagus of California pack is wanted, a preminm on opening prices being offered. The call for canned fruits is small. The demand for salmon is healthy, the recent decline of Association brands of red Alaska salmon to $1.02½ helping to clean up the market. Pink and chum salmon is nearly all sold up in the Pacific Coast markets. Sockeye salmon is firm and in limited supply on the Coast, flat pound cans being held there at $1.65 f. o. b.—*Merchants' Review.*

Philadelphia.

Tomatoes are strong. Here and there a few can be obtained at 92½c. but the actual market is 95c., and sales have been made at that figure. Some packers are holding out for 97½c. to $1.00. The pack is practically all in and the general tone of the market is very strong. The demand is dull. Corn is unchanged and in light demand. The market seems rather weak. Peas are steady to strong, and everything from 90c. to $1.00 is in good demand. Peaches are very strong and high. Apples are unchanged and steady. The Baltimore line of small canned goods is unchanged and quiet. California canned goods in first hands are slow.—*Grocery World.*

Chicago.

Canned tomatoes are higher by 10 to 15c. a dozen on account of the rise in the Baltimore market, which has been on a rampage for a couple of weeks. Reports on the size of the tomato pack are very conflicting, but the rise indicates a shortage in the output, which is sufficient to cause an advance, because the country is closely cleaned up on its supplies and an immense quantity of tomatoes will be required to go around. Corn is steady and unchanged, with the demand rather quiet. Canned peas continue very firm and the chances seem to favor a higher range of qnotations on the article. Spinach is steady. String and Lima beans are very firm, without a rise since last Saturday. Stocks of string and Lima beans are small. Apples, spot, are scarce and the market strong. Canned peaches are in very large demand, but there is not much of this fruit now obtainable, it seems, from the packers, who had a disappointing season and haven't much, if anything, more to sell. Bartlett pears are very steady. Canned apricots are firm and scarce. Plums are also scarce and firm. The domestic sardine market holds extremely strong on reports from New England, where the pack is so short that predictions of still higher prices are being freely made. Mustard sardines are in particularly light supply. The salmon market is naturally, from the lightness of supplies in packers' hands, due to the falling off in the output, exceedingly strong, with a good demand. Cove oysters are firm.—*Grocers' Criterion.*

Montreal, Can.

There is still considerable discussion among the trade about the new prices which have been given out for tomatoes and corn. The jobbers are at a loss to understand why the canners should have made a price on tomatoes so high for the opening, and whenever two or three "get together" the new lists are sure to crop up for discussion. On some sides the opinion is expressed that the canning factories are adopting the method of the Brazilian Government as regards office—limiting the output in order to keep up the price. This, of course, is only the talk in some sections of the trade. But meanwhile the prices have been made and business must go on. Jobbers are receiving letters daily asking for the new prices and instructing him to hold order (which was taken at open prices) until he heard from him. In many cases orders are being halved, and in most other cases are reduced to a greater or lesser extent. Grocers in some districts are asking for old goods, in the hopes of obtaining some slight concessions in price, but as there are no stocks of last year's output to speak of, the new prices must be met. In other lines there is the usual demand for fall trade.

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BALTIMORE, MD.

Toronto, Can.

Canned goods are the subject of discussion and some speculation. The question is, Are they going higher? The canners are very bullish and interviews are appearing in the press in which $1.50 tomatoes are talked of. Naturally the canners would like to see it. Among the jobbers the statement is current that the canners will fill only 75% of their orders. That does look like a shortage. The fact is the size of the pack depends more on the weather than the abundance of the crop. If the frost keeps away and the canners keep on till, say the end of October, the pack will undoubtedly be a large one. If they were stopped now, none but the canners would know what the pack was. The crop has been large, but extremely hot weather when it was at its height brought the tomatoes on very rapidly, so that the canners had many more than they could handle. This hot weather doubtless lessened the pack. To make things worse, there was a shortage of cans and labor and materials have cost more this year. Even if the pack were as large as last year, there would not be enough to go round because of the heavy increase in consumption in the west especially, but in the east, too, to some extent. There is the export business also to be taken care of. A correspondent in Hamilton writes this week: "I was speaking to a tomato grower across the bay, on what they call the Plains Road, which is the hub of the tomato business. He says: 'The tomatoes are pretty well over now. There are not going to be a great many more except of poor quality. He also states positively that it must have been impossible for the canners to get anything like the quantity of tomatoes they wanted—that they were scouring the whole country for tomatoes every day. At times, of course, he said, they had more tomatoes sent in than they could can, but that did not alter the situation as to a short tomato pack." If one knew for sure what the market was going to be he could get rich. If this weather continues throughout October the situation may be considerably changed—*Canadian Grocer*.

Correspondence.

BALTIMORE, MD , Oct. 8, 1906.

Tomatoes.—The reports from country districts indicate that most of the packers have closed their factories. Here and there a few tomatoes are still being packed, but the season, as far as country districts are concerned, is over.

The conditions in Baltimore are practically the same. Some tomatoes are still coming in, but the arrivals are light, and the cost of raw material indicates the end of the season. With tomatoes bringing $1.00 to $1.10 per bushel, it is evident that the season is practically over. The market this week on the canned article has been fairly active, though there has no been the excitement that characterized the market during the past two weeks, and there is a little easier feeling. It looks, however, as though there would be a revival of buying in the near future, and predictions are being freely made of a further advance. Whether this will take place, of course, remains to be seen. A careful investigation of the situation will show that after packers get their orders filled they will have very few tomatoes on hand and the majority of them will be entirely cleaned out. Everything considered, the market seems to be in good, sound shape.

String Beans.—We have had an excellent demand this week for string beans, especially gallons. Packers are now at work on the fall crop, but the demand is keeping pace with the supply pretty well, and it looks as if the end of the season will see stocks in packers' hands even lighter than last year.

Lima Beans.—There is more inquiry for these goods. If you will need any Baltimore Lima beans, would suggest your investigating the market at once. Packing this year has been a record-breaker for smallness, and it would take very little buying to clean them out entirely. We can get good brands at 87½c. to 90c. per dozen.

Pears.—Are now attracting a great deal of attention.

Peaches—No change in the market. Gallon pies are scarce.

Apples.—We quote new apples, for prompt shipment, No. 3 standards at 65c., gallons at $2.00 per dozen, regular, f. o. b. Baltimore; good goods.

Spinach.—The outlook for the spinach crop is unfavorable. We are quoting spot No. 3 standards at 95c. per dozen; also, quote futures, for delivery this fall, at 90c. for No. 3 standards, $2.00 per dozen for gallon standards, regular, f. o. b. Baltimore.

Yours truly, THOMAS G. CRANWELL & CO.

BALTIMORE, MD., Oct. 8, 1906.

Dear Sirs.—Less activity this week in tomatoes caused an easier market here. The offerings from first hands were larger at the ruling prices and the demand fell off in consequence. Hence, it was necessary to shade the asking prices to effect sales. Many jobbers were awaiting a reaction, and the opportunity found ready buyers toward the week end, with evidence of renewed activity the coming week. The cost of fresh tomatoes for canning purpose continued throughout the week at the top prices of the season, $1.10 per bushel, and the canners, evidently, could not get enough

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of them. Further evidence of the ending of the canning season shortly is shown by the very irregular quality of the fresh tomatoes now being brought to market by the growers. Close buyers will take advantage of any reaction in the prices of the canned article to make their position more comfortable should the predicted further advance in prices materialize.

String beans were strong all week and again active, with an upward tendency. Lima beans found more buyers. The packing of new spinach, sweet potatoes and kraut is attracting attention. Each of these articles is worth attention now. Peas and corn were less active and so were baked beans during this week.

Peaches were fairly active, but only in a small way, chiefly because there are no large stocks of them here to interest big buyers if there were any around. New pears and apples are opening up the new packing season at low prices, and a lively demand for them is anticipated. Small fruits, berries and cherries of all kinds are dull, but held firm on account of very light stocks here, and the same remark applies to pineapples.

The fall packing season for cove oysters will open shortly.

Yours truly, THOMAS J. MEEHAN & CO.

BALTIMORE, MD., Oct. 8, 1906.

The Market.—The present month opens with a very comfortable week's trading to its credit, to which, precisely as last week, almost the entire list has contributed, tomatoes and corn being the exceptions. The pushing to the front of those lines now being packed, such as apples, pears, kraut and sweet potatoes, is resulting in very gratifying returns from jobbing interests, as the week has demonstrated, and, in our judgment, is more than likely to continue all this month since ruling figures are being accepted as safe on which to stock up. That this same acceptance of a sound basis of values has not included tomatoes and corn has been amply shown this week.

In tomatoes inquiry this week has been very light and actual new business of very small proportions, quite in contrast to usual movement at this time of the year. For this unusual lack of interest in tomatoes at this time of the year there is no reason available, nor any that can be reasonably advanced but that of distrust and want of confidence in the situation as it stands today. Nor is it possible to regard the tomato market in any other light so long as the speculative "carryover" of 1904 and 1905 stocks remains in evidence and packing of the 1906 crop is still going on.

A very bold man, without regard for his future welfare and without consideration for his "kith and kin," may be so careless as to express an opinion about the tomato market when there is no "carryover" or when the packing season is over, but what shall be said of a man reckless enough to predict, in the face of a good size "carryover" and in the midst of packing season, a $1.25 market for 3s standard tomatoes?

Present indications point to Baltimore this year exceeding last season's pack of tomatoes by from 30 to 40%. In other words, while her pack of 1905 amounted to 1,100,000 cases (in round numbers) Baltimore's pack this year is likely to be in the neighborhood of 1,500,000 cases. Packing here this week in tomatoes has been light, though we believe fully as good as last year for the same week. Shipments of cans and cases from here to country factories have also gone forward this week, though not as heavy as last week. Several of our corresponpents report that they will pack up to October 20, provided frost does not interfere.

Conditions in the Middle West and Far West are very satisfactory, judging by recent reports, with the single exception of California. From present indications it appears that demand from sections west of the Ohio River will be amply supplied by packing interests in the Middle and Far West, without drawing on the East for supplies. It also appears now more than probable that the Eastern output of 1906, plus the Eastern "carrover" will have to be marketed along the Eastern seaboard. The position of gallons is decidedly strong statistically, and a possibility that quotations may go higher. In 2s offerings this week are more freely made, the majority of local and State factories having packed this week almost nothing else but this size tin.

Corn is not receiving much attention, notwithstanding present low range of quotations. A carryover from the very heavy pack of last year, a fairly heavy pack this year even on reduced acreage do not offer much encouragement for better figures. The adjustment of values and hope of better conditions for corn for 1907 must be sought in the increased consumption which low prices on corn are sure to bring in the immediate future, just as it has in the past ten months.

Peaches show fair sprinkling of new orders. Apples in good request, with quality of stock now being packed first class in every respect. Sweet potatoes, choice dry packed, at 72½c. are cheap. We wish to call special attention to the strong statistical position of a number of lines on this market, but on which, however, the constant run on small-lot buying has reduced available supply to very small proportions indeed. It is entirely reasonable to expect that on these lines a little later on it will not be a question of price, but of getting the goods.

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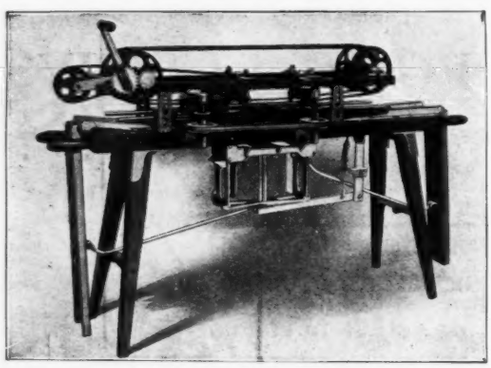

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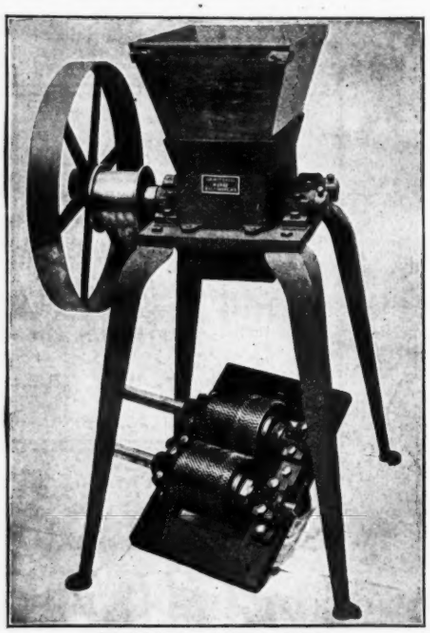

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BALTIMORE, MARYLAND.

Aberdeen (Md.) Market.

ABERDEEN, MD., Oct. 8, 1906.

Tomatoes.—All indications point to a strong and healthy condition. Reaction, after the sudden advance, has been so slight, when quality is taken into consideration, that it is hardly possible to say there has been a reaction, and while some buyers have been taking a breathing spell, others are coming in, absorbing day-to-day offerings as fast as sellers can be found. At prevailing prices, there is a strong temptation to most country packers to accept present prices rather than wait possibility of better figures later on. This condition has absorbed during the past few weeks nearly all of the remnant above future sales remaining unsold in packers' hands, and as a result, it would be impossible to fill orders for 5,000 or 10,000 case buyers at present quotations. Now and then a small packing house is still running with an output of 100 to 200 cases a day, while, on the other hand, the large factories, capable of an output of 1,000 to 2,000 cases a day, have been closed down and idle for the best part of two weeks. The tomato packing season normally covers throughout the country section one week in August, four weeks in September and two weeks in October—seven weeks in all. This year the bulk of tomatoes had to be packed practically in three weeks, and those who continued after that time cannot be considered very large contributors toward the total annual summing up. Baltimore has shown a willingness during the past week to pay as high as $1.05 per bushel for raw stock; the same buyers have been known to purchase tomatoes when we have had a "tomato season" as low as 10c. per bushel. If the price of the canned article during these glut years brought 60c. per dozen, which was considered cost price, what must the cost price be on the basis of $1.00 per bushel, with all can supplies higher than have been known for several years? And yet, under such conditions, there are straws blowing from other directions, intimating a possibility of a fair size pack when all sections have been heard from. This sort of consolation has been found in Utah, the report indicating a pack ten times as great as last year. Utah's 1905 pack was 31,975 cases, almost as much as any one of Delaware's factories. Just how this increase will compare with Maryland's shortage it is impossible as yet to conjecture, but it is dollars to doughnuts that Utah's increase will not match Maryland's decrease on the basis of 5 to 1. Full standard country packed 3s are firm on the basis of 92½c. to 95c. as to brand, while off-standards and seconds can be secured at 90c. down, as to quality; 2s full standard country packed are exceedingly scarce on the basis of 77½c. net to 80c., 1½%, with a small offering of gallons, one or two cars only, and subject to prior sale, at $3.25.

Corn.—Shoepeg variety, fancy grades, are especially scarce and being held at top prices; standard grade offered in a small way only; surplus above future sales exceedingly light, with probability of higher prices from month to month. Maine style fancy pure packed grades firmly held without effort of consequence to sell, while saccharine, bleach and starchy products are being pushed with an effort to unload before the Pure Food Law goes into effect.

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Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

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BALTIMORE, FRIDAY, OCTOBER 12, 1906.

THE NAME ON THE LABEL.

We had occasion to mention recently in one of our editions, speaking of the effect of the Pure Food Law, that there were evidences that the Commission whose decisions are final in this matter, would soon issue orders requiring the name of the packer to go upon all his goods.

This would be an extraordinary decision, and one which goes to show what is right will, in the course of justice, be required in most any line of business which serves the public. It should be kept always in mind that the American public more than any other, represents most truly what is their will. It is now generally understood that the commission on food will soon issue its orders or decisions, as being one of the most important, relative to what the label shall contain. Herein comes some history.

About twenty years ago the National Canned Goods Association, adopted a resolution to that same effect, the main purpose being to offset the desire of the jobbers and to control certain lines of goods upon which each had been putting his private label. In that resolution there was no demand for the name of the seller, but it specifically required that the name of the packer should be on every can he put up, in letters of a special size. When this action was had, the New York State Association of canned goods packers took hold of it and endorsed it; but per contra, the New York Association of wholesale grocers took an entirely different view of the situation, and immediately acted to nullify it. They declared that such action would be a grevious injury to them, as many of them had built up a large and valuable trade under their own name in various lines of good. The New York Association was active in the matter, however, and had it brought up in the New York Legislature so as to obtain an enactment in the same respect. After a long and stubborn fight in the Legislature, between the contending parties, the Bill was passed by a heavy majority in the manner that the packers desired, not including the sellers' names. At that time Mr. Grover Cleveland was Governor of New York, and the jobbers association at once made an appeal to him to prevent the enactment of the Bill, claiming it would do them considerable business injury. Mr. Cleveland viewed the jobbers situation as they did and accordingly returned the Bill to the Legislature, with advice that unless it were amended so as to give the wholesale sellers the same rights that were given the packers, he would veto the bill. Consequently the amendment was made and is the law of New York State today. That is that the name of the packer and the place where packed, or the name of the wholesale seller, either, has to appear on the label of all canned goods, in letters of a certain size.

Now it is evident that if the Commission on Pure Food makes such a ruling as we have spoken of, that it will be a return to the position taken by the canners years ago, requiring the canner to put his name on every can that he packs. It can, therefore, be seen that such a decision would raise an immediate question of importance as between the producer and the seller; besides raising many other great questions.

As the situation stands at present it is that the Chairman of the Commission has expressed himself as earnest in requiring such action; the Chairman of the Commission is Dr. Wiley, and he generally has his way in what questions come before the Commission. He is an earnest, just and somewhat positive man, as we have said before this, and we think that the packers can rely upon this order being given at an early date.

As there are only a little over two months before the law affecting the labels on canned goods will go into force, we may expect this at a very early day, and the label printers will probably be interested enough to expect the packer to attend to this matter in ordering labels.

The advantage of having the packers' name on every article has been evident to the best informed and the most honest among the fraternity of canners throughout the country. It is plain that it will eliminate almost all dishonest and disagreeable features that exist in the packing of canned goods. Because as the public is becoming better informed, respecting these goods in tin, and are now aware that they must buy them on the knowledge they obtain from what is printed on the label, they early come to know the packing firm is really the one responsible for what is in the can. All the world in fact has come to know that there are firms whose name means everything that is best, whose goods therefore bring the highest prices, and who never in any season can get up a quantity of any of their goods more than there is demand for. It is just such goods as these that the jobbers desire to get their hands and their names on; they will search till they find a superior grade of peas, for instance, they will insist on making a contract with the packers of them to have their private label put on; they will work faithfully and hard to increase from year to year their business in this brand; but unfortunately it has been found that when they have gotten a very large demand for these goods they will then demand a reduction in price from the packer, knowing they are his best customers, and asserting that they can supply themselves if they are refused. The packer, therefore, finds that he has sacrificed himself in sacrificing his name; that the jobber has virtually put into his own pocket all the profit realized from careful packing, and a study of the goods. But the packer is no longer master of the situation and must either start in to build up a market for his goods once more, or accept lower bids for his goods from year to year. The decision of the Pure Food Commissioners will put an end to all this kind of evil. The packer who has to put his name on a can by law, will be aware that the reputation he builds up for good qualities will always attach to his name on the label; that on account of the law no one can take it away from him; and as long as his name is his own the care he gives to his goods becomes his reputation; and consequently yields profit.

This is only one phase of the advantage of the packer's name on the label; it is only one side of one phase.

It has been proven in the canned goods business that when the National Association adopted a resolution requiring all members to put the grade on the label, it was not possible to carry this out in respect to seconds; because to brand any class of goods as seconds was to certainly condemn them in the market, as there seems to be an ineradicable desire on the part of buyers to obtain an article cheap and sell it for a dear one. We know of packers who attempted to carry out the requirements of the association, who honestly stamped the name "seconds" on all their seconds goods, and they found that they lost sale for them, as they were not any longer in the same demand as they had previously been.

The result was that between these two situations the packer would be compelled to put his name on all the cheap goods, where the label required him to put his name on them under the rules of the association; whilst the jobber's private label was not so governed. Thus naturally the better goods would go to the jobbers' labels and the inferior ones to the packers, which is manifestly an unjust and injurious method. All this shows that the decision of the commission will be eminently correct, being for the advantage of the consumer, and insuring justice to the packers. It will soon come to be known by the labels on the goods what the cans really contain, for no packer will permanently injure his reputation and that of his firm by an act of putting his name over goods that will condemn him.

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BURT MACHINE COMPANY, BALTIMORE, MD.

Wholesale Grocers' Requests as to Federal Food Law.

The National Wholesale Grocers' Association has filed with the Pure Food Commission in charge of the enforcement of the Federal food law a careful brief stipulating in detail the position of the general wholesale grocery trade toward the new act. It reads:

The power to make rules and regulations inevitably includes not only the power to supplement, to revoke and to revise, but also the power to determine the date when any given rule shall go into effect. We believe that this commission has the necessary power under the Act, and ought to specify how each rule heretofore established shall be published. This commission should announce the principle that no rule shall become operative until a reasonable time after its publication. The question of reasonable time for any given rule should be determined by the officials establishing the rule, and the date when it shall go into effect should be published with the rule.

We submit that in this first body of rules there ought properly to appear a regulation establishing this executive policy of reasonable notice, and also a requirement that every rule published shall specify the future date when it is to become operative.

Under Section 4 of the Act, the duty is imposed upon the Bureau of Chemistry of determining whether an article is adulterated or misbranded. Upon this determination depends the institution of a criminal proceeding. The determination must necessarily be based upon such rules and regulations as are established under Section 3 of the Act. These rules have the force and weight of law. Accordingly, the question of most vital importance which confronts this commission relates to cases where there is an honest and serious doubt, and we believe that in such cases it is far better, for the time being, to make no rule than to establish a rule which might hereafter be revoked or changed as a result of further investigation.

Permit us to refer briefly to a few of the many cases which, to say the least, are far from settled, and upon which scientific opinion is in doubt.

The practice of sulphur-bleaching in connection with California dried-fruit products may or may not be harmful to the public health, but the question is not yet determined. A prohibitory rule upon the subject would ruin one of the largest industries in the country and throw many thousands of people out of employment. The question of the use of certain mineral colors is also in doubt. The question of the use of certain substances as preservatives in small quantities is in doubt. The weight of authority is not clearly apparent. A prohibitory rule on these matters is of the most serious nature to business interests.

No prejudice to the public health will result from a temporary reservation of decision upon authoritatively and sincerely doubtful cases. Such cases are in the great minority. More harm would come by immediate decision than by referring their solution to the future. Scientific progress and improvement in the arts of production and manufacture are increasingly rapid, and this alleged commercial necessity may soon vanish.

We believe that the commission should exclude absolutely the use of those substances whose harmful effect is clearly established. We realize the very great practical difficulty which confronts the commission when it seeks to determine what is harmful and what is not. Accordingly, we suggest that in each one of these cases the commission should at this time by rules and regulations specify the maximum quantity of any substance that may be used. The commission should fix as the maximum such quantity as those reputable and eminent chemists who defend the ingredient testify to be harmless. The maximum should in no case be greater than that necessary for honest commercial purposes, and each rule upon such point should state that the ingredient is permitted provisionally, and pending further investigation.

Inasmuch as the commission stated during the hearings that the government would permit products and labels on hand to pass in interstate commerce until July 1, 1907, if found that the law permitted regulations to that end, it is proper to set forth at this time certain arguments which unquestionably establish that the law was not intended to, and does not by its terms, affect these vested property rights.

a. The National Pure Food Law does not require a retrospective interpretation.

b. Had the law required a retrospective interpretation, it would have been unconstitutional.

c. The Federal Government has no police power whatever outside of the District of Columbia and the Territories.

The National Pure Food Law does not, as do State food laws, rest upon a power so broad as the police power, but must find its sanction in the interstate power of Congress. Therefore, no rule or provision of the law can be upheld unless it be a reasonable regulation of commerce.

d. Supplemental labels.

The tentative ruling of the commission which provides that supplemental labels may be used until July 1, 1907, to correct any statement, contrary to the Act, as to character of contents or place of origin, does not

KRAUT MANUFACTURERS' ATTENTION

KRAUT CUTTERS

Write for catalogue illustrating our new Improved Kraut Cutters for 1906.

Superior to any Cutter in the World.

4 SIZES.

USED BY ALL PROMINENT KRAUT MANUFACTURERS.

PATENT CORE CUTTERS

Every Kraut Manufacturer should have one. Saves 15% of your Cabbage. Gives the Kraut a better flavor.

USED BY ALL PROMINENT KRAUT MANUFACTURERS.

You Can't Make Good Kraut Without It.

ALSO MANUFACTURERS OF
MEAT and VEGETABLE CUTTERS FOR MINCE MEAT

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y. U. S. A.

☞ *A good recipe for making Sauer Kraut mailed on application.*

JAM, PRESERVE, AND MOLASSES FILLER

Will not Clog, Buck or Mash whole fruit Fills uniformly. State if jars or cans will be used.

E. J. JUDGE, Canning Machinery

BALTIMORE SAN FRANCISCO

THE METHOD OF PACKING SWEET CORN IN TIN CANS HAS BEEN

REVOLUTIONIZED!

THIS SOUNDS LIKE A STRONG STATEMENT, BUT THE PEOPLE WHO MAKE THE STATEMENT CAN SATISFY YOU OF ITS CORRECTNESS IN SHORT ORDER.

DISCOLORATION IN CANNED CORN—METHOD THAT PREVENTS IT.

The following is an extract from a communication received by the Sprague Canning Machinery Co. from Prof. Duckwall, while he was at Onarga, Ill., inspecting the processing of corn with the Polk Agitating System:

"Unless the process on pure corn is cut down to at least 35 minutes at 250 degrees Fahrenheit it will be impossible to produce canned corn without discoloration, and I beg to explain this statement as follows:

"When processing corn at 250 degrees Fahrenheit for 65 minutes or more the corn which lies next to the tin is subjected to 250 degrees Fahrenheit for such a long time that the proteids are disintegrated and *sulphur* is set free. This sulphur unites with the hydrogen, which is liberated by the action of the soldering flux on the metal, tin and lead in the solder and body of the cans. Sulphur and hydrogen for sulphuretted hydrogen, H_2S. This is the gas made and used in all laboratories for precipitating metallic salts, such as tin, lead, iron, etc. These metallic salts are of various colors, black, brown and pinkish purple. Consequently the corn will become discolored in proportion to the amount of metallic salts precipitated and this phenomenon cannot be avoided by any known means where H_2S is formed in the presence of metals in solution. Now, the ordinary tin can has considerable solder on the inside of the can, both in the crease at the top and bottom and also along the side seam. In proportion to the amount of lead exposed will be the discoloration of the corn. Therefore, until a can is made which shall be soldered entirely on the outside, or with a solder practically free from lead, it will be impossible to can corn without bleaching or chemical agents now prohibited by law.

"I find that the agitating system overcomes the difficulty entirely.

"In this system you are constantly shaking the corn away from the tin. No part of the contents is exposed to the action of 250 degrees Fahrenheit for more than 18 minutes, as we demonstrated by inside thermometers. This time is not sufficient to disintegrate the proteid molecule—hence no sulphur is set free, consequently there is no formation of sulphuretted hydrogen, H_2S, and then, of course, there is no precipitation of metallic salts, even though they should be in solution. As a matter of fact there are some metallic salts in solution, but since there is no H_2S to precipitate them, they remain in solution and the inside of the can after empting is found to be just as bright as it was before filling. While in the case of the regular process the whole inside is discolored, all of which discoloration is taken up more or less by the corn increasing with age *to a limit.*

Yours truly,
"E. W. DUCKWALL."

You are packing your corn without Bleach—the Law forbids its use. You may or may not have used Bleach in the past, but if you did the aim was to improve the appearance of your corn or hold as near as possible to the natural, original color. Why was this effort necessary? Because everyone knows that the longer you cook the corn in the can the darker it becomes, and the sterilizing process has called for a long cook—65 to 70 minutes and even longer, according to temperature used, etc. You were and are unable with your present method to insure the sterilizing of entire contents of the can without over-cooking and discoloring a large portion of same.

Why does the corn become discolored?

At what period in cook does the darkening commence?

How can discoloration be avoided?

Is the remedy for discoloration a theory or an accomplished fact?

Read Professor Duckwall's remarks opposite and write us for more data. ***The packing of Sweet Corn in tin cans has been revolutionized.*** We can satisfy you of the fact.

Yours truly,

SPRAGUE CANNING MACHINERY COMPANY

DANIEL G. TRENCH & CO. GEN'L AG'TS.

42 RIVER STREET, CHICAGO, ILL.

solve the difficulties which confront manufacturers and distributors in connection with products and labels on hand.

The manufacturer and distributor considers that he is legally entited to sell and dispose of these goods and use up labels on hand without going to the expense of printing and attaching to each individual article a supplemental label, providing such products are not injurious to health and the labels are not flagrantly deceptive. Of course, any misstatement of fact should be corrected by a supplemental label, but the vast majority of labels on food products after January 1 will not contravene the law or the rules of this commission except in some technical and minor particular.

Accordingly, we urge that this commission should make a rule permitting the use in interstate commerce after January 1, 1907, and until January 1, 1908, of all products and labels on hand, provided such products are not injurious to health and the labels are not flagrantly deceptive.

e. Reasonable time after January 1, 1907, to dispose of products and labels then in stock.

January 1, 1908, is the earliest possible date which the government can justly fix for the exclusion from interstate and foreign commerce of products and labels an hand January 1, 1907, that do not conform to the law and to the rules as fixed by the commission

There is but one season in any given period of twelve months during which a manufacturer or packer may prepare for the market a great number of the vegetable or fruit products. They must be prepared and packed when ripe. God fixed the seasons. Neither the might of Congress nor the ingenuity of a manufacturer can avoid this absolute fact—that nearly every food product must be manufactured or prepared to supply the market for at least a year.

The statute expressly excepts from its operation food products prepared for shipment and "preserved by any external application applied in such manner that the preservative is necessarily removed mechanically, or by masceration in water, or otherwise, and directions for the removal of said preservative shall be printed on the covering of the package."

The wording of the statute seems clear and explicit. A rule should be made practically in the words of the Act and providing that the label or package shall state the name of the preservative used and directions for removing the same. As, for instance, "Codfish, preserved externally with borax, should be soaked in water before cooking."

There is no provision in the Act definitely regulating the use of colors in food products. Accordingly, colors are subject to the same rules that must be applied to other substances. They cannot be used where such use would render the product injurious to health.

The Act, moreover, specifically recognizes the propriety of using coloring matter which is not harmless. In Section 8, last paragraph, it is provided "that the term 'blend' as used herein shall be construed to mean a mixture of like substances, not excluding harmless coloring or flavoring ingredients used for the purpose of coloring and flavoring only."

This provision shows the intent of the Act and furnishes a basis for the acceptance or rejection of any particular coloring matter, i. e., is it harmless or not?

The use of coloring in many food products has grown up from a wide variety of causes, but is chiefly due to the demand of the consumer for certain articles pleasing to the eye, which appeals to the æsthetic sense. For instance, the average consumer prefers a yellow butter to a white butter and a red maraschino cherry to a whlte cherry. The demand for coloring matter is also regulated largely by the use to which a food product is adapted. For instance, maraschino cherries, which have always been colored, are used largely for decorative purposes. The public buys them because of their color. No bright cherry of that color grows or exists, and this fact, we believe, is understood by the public, since they buy the article when labeled "artificially colored" as extensively as before that legend was required on the label.

In candied goods, if coloring matter were not used, many varieties would drop out of the market. For instance, bonbons would be unsalable if they were all one color. They are bought largely because of their colors, which are attractive, pleasing to the eye and decorative.

We see no objection to the use of the words "artificially colored" in such cases, provided, of course, that a sufficient time be allowed after the announcement of any such rule to enable manufacturers to comply therewith, and that it shall not affect goods already packed and containing harmless coloring matter.

The Act allows the use of harmless coloring, and in our opinion, any good and wholesome food product can be colored provided it is properly labeled to show the presence of the coloring matter.

The presence on the label of a statement that the article is colored or coated precludes the idea of deception or the implication that the color or coating was used to conceal anything.

The statue does not prohibit the use of preservatives; in fact, it expressly allows the use even of a deleterious preservative, when applied by external application in a manner so that the preservative is necessarily removed mechanically or by masceration in water, or otherwise, and a direction for the removal of the preservative is printed on the covering or package.

As to preservatives that are mixed with or used in the food product itself, the statue makes no mention. It merely provided that an article of food shall be deemed to be adulterated "if it contain any added poisonous or other added deleterious ingredient which may render such article injurious to health." There is no definition as to what preservative is to be considered poisonous or deleterious to health, and this question the commission should decide, so that the manufacturer may know definitely how he may put up his products in conformity with the law.

We accordingly suggest that the commission rule that certain preservatives, such as benzoate of soda and such others as it may name, be allowed in certain food products, provided they are properly labeled, pending further inquiry.

Western Tomato Situation Like Eastern.

A prominent Eastern grocery journal, commenting on the tomato situation, says:

There has been no further radical change in the tomato market during the week. Prices for Maryland 3-lb. standards average 95c. factory, though it has been possible to pick up a few during the week at 92½c. The market is strong, however, at 95c., with much prospect of further advances. Already certain packers are asking $1.00 and seem confident that they will get it. The pack is just about over and will cause general surprise if it exceeds last year's.

The situation in the West, which is now a factor in the tomato market, is merely a reflection of the Eastern situation. A reliable Indianapolis authority states that throughout Ohio and Indiana there are not over twenty packers who have tomatoes to offer at any figure. Few, if any, of these will sell under $1.00.

One of the leading brokerage firms in Baltimore is offering the Western packers 95c. per dozen for ordinary standard No. 3 tomatoes. When Baltimore brokers and packers have to look to the West for tomatoes, the condition is serious. There are only a few packers who have a surplus and only a few thousand cases in the West that are not already sold on contract.

Hurricane Deseruction At Biloxi.

In the recent hurricane that swept the Gulf of Mexico the fish and oyster canneries at Biloxi, Miss., lost over $10,000 in injury to their boats. These were run into Back Bay for safety, but were injured to the number of 150. The damage to buildings is $9,000. Strange to say, the heaviest loss was due to the destruction of the terrapin farm and escape of thousands of diamond back terrapins, the loss being put at $12,000 making a total for Biloxi of $31,000.

ANNOUNCEMENT

"USE OUR SOLDER AND KEEP SMILING."

WM. N. NORMAN

The Solder Salesman, is visiting the tin can factories and fruit and vegetable packing houses for

S. JOHANCEN & CO.

THE SOLDER MANUFACTURERS

—OF—

BALTIMORE, - MARYLAND.

PACK YOUR

BEETS and FRUITS

IN BUCKLINITE COATED CANS AND PRESERVE THEIR

Natural COLOR and FLAVOR

NO CHANGE IN YOUR MACHINERY OR METHODS

The same can you have always used, except that it is coated on the inside, which prevents metal action and its consequences—the bleaching of fruits or vegetables.

NATIONAL CANNING AND MAN'F'G CO.

Boston and Hudson Streets - - - BALTIMORE

FOR QUICK SALE.

LARGE ROTARY INTERCHANGEABLE PEA SEPARATORS,

PEA HULLER,

TOMATO FILLERS,

PULP AND PUMPKIN MACHINES,

TOMATO CONVEYOR,

OPEN KETTLES, ALL SIZES,

TOMATO SCALDERS,

CLOSED TOP KETTLES, LARGEST SIZE,

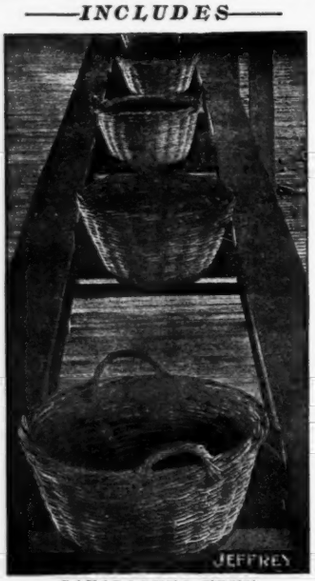
HORIZONTAL ENGINE, 15 H. P.

WRITE FOR PRICES AND PARTICULARS

H. COTTINGHAM - - Baltimore, Md.

Jeffrey Machinery
—FOR—
CANNERS AND PACKERS
—*INCLUDES*—

Conveyors for Crates, Boxes and Baskets Endless Apron Carriers.



Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.
COLUMBUS, OHIO.
New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

The Metallic Decorating Co.

...TIN PLATE DECORATING...
IN ALL IT'S BRANCHES

GOLD LACQUERING AND PRINTING
OF PLATES TO STAND PROCESSING
A SPECIALTY. . . . . .

AMPLE FACILITIES TO EXECUTE ORDERS QUICKLY

194 CHAMBERS STREET
NEW YORK, - - - N. Y.

WORKS WITH R. R. SIDETRACK:
BROOKLYN, - - - N. Y.

MEET THE ISSUE

DON'T EVADE IT

If you wish to pack Red Fruits and Beets to Conform to the Pure Food Laws use the

SANITARY ENAMEL

Inside Coated Can

SANITARY CANS

For Hand Filled Goods.

"The Can without the Cap Hole"

Sanitary Can Company,

Factory, FAIRPORT, NEW YORK.

N. Y. Office, 105 HUDSON ST.

Our Cans are Manufactured under Max Ams Patents. *Write for Booklet and Sample Can.*

E. F. KIRWAN & CO.
33 SOUTH GAY STREET,
BALTIMORE, MARYLAND.

CANS
SOLDER LABELS

Gentlemen:—

If you need any labels in a hurry to put your goods on the market send in your orders and we will get them out for you very promptly. We have several million stock labels of all varieties ready to run your name in.

LET US HEAR FROM YOU

YOURS TRULY,

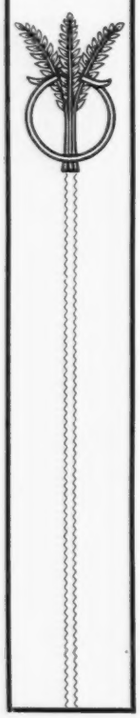
E. F. Kirwan & Co.

Don't forget us when you want Cans

No order too small to receive careful attention, (say 500).

No order too large to receive satisfactory service, (say 20,000,000).

ASK ME ABOUT



PEACH AND TOMATO
PEELING MACHINES.

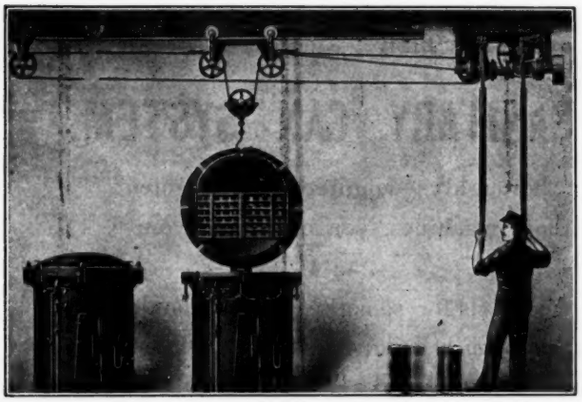
THEY WILL DO IT.

E. J. JUDGE,

Baltimore. San Francisco.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY

BETHLEHEM FOUNDRY AND MACHINE COMPANY

SOUTH BETHLEHEM, PA.

We are Specialists in Hoisting Machinery.

AT THE THEATRES.—WEEK OF OCTOBER 15, '06.

FORD'S.
"ANNA HELD."

MARYLAND.
"KEITH'S VAUDEVILLE STARS."

AUDITORIUM.
"BLACK CROOK."

HOLLIDAY ST.
"THE BURGLAR'S DAUGHTER."

GAYETY.
"THE BLUE RIBBON GIRLS."

NEW MONUMENTAL.
"FAY FOSTER."

BLANEY'S.
"MY TOM BOY GIRL."

EDWARD GUDEMAN, Ph. D.

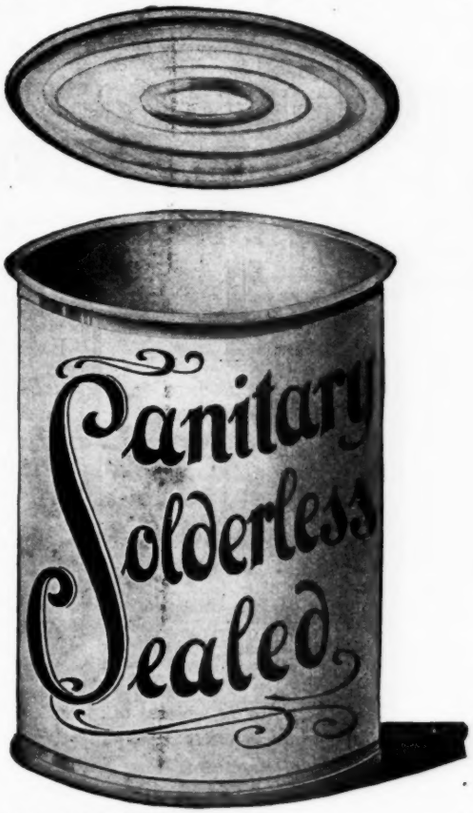
Consulting Chemist ***Chemical Engineer***

LEGAL AND TECHNICAL EXPERT

Special Attention Given to Food Products and Beverages
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.

Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

New Seam SANITARY CAN.



WESTERN TERRITORY
FEDERAL CAN CO.,
BAY & POWELL STS.
San Francisco, Cal.

EASTERN TERRITORY
SANITARY CAN CO.,
105 HUDSON STREET,
New York City.

Manufacture these cans for sale under our patents.

NO HOLES **NO CAPS**

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER,

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample will be sent upon request.

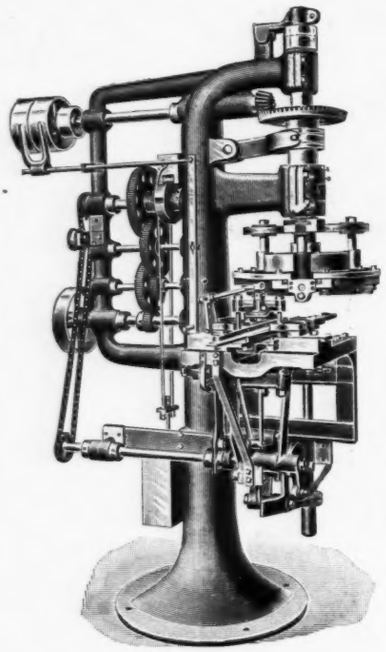
We furnish complete outfits for making these Cans.

Round, Square or Irregular Shapes.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.

MT. VERNON, N. Y.



PATENTED.

THE CANS STAND STILL.

For doing Irregular Work, Square Cans, Etc.

THE CANS STAND STILL

IN THE

STEWARD SANITARY CAN SYSTEM.

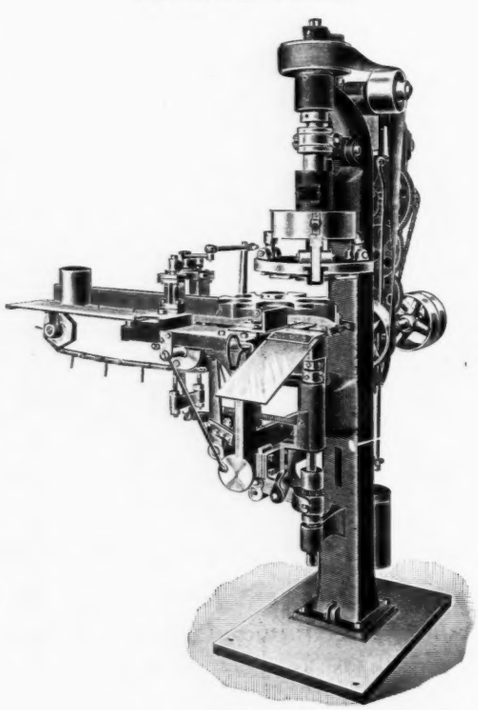
If you have not thoroughly—definitely—investigated the merits of these machines, you owe it to yourself to do so—now. . . . . .

Every packer who aims for something good, should use the best, that is ours. Our cans and machines are having grand success, and they have a record. The Cans Stand Still. . . . . .

We expect to have a factory in Western New York so that our friends can get cans at reasonable freight rates. . . . . .

SOME CANNERS are using several of our Double-Seamers—ONE 28; ANOTHER 30 Machines. Three Concerns in Maine will have a capacity of nearly a million cans a day the coming season.

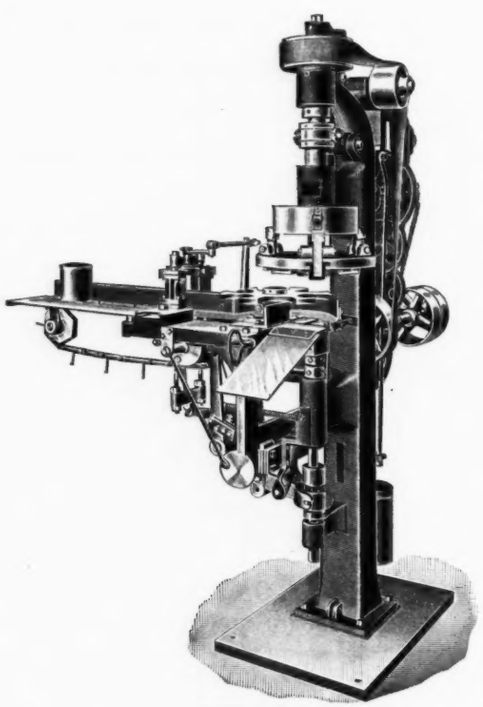
"ENOUGH SAID."



PATENTED.

THE CANS STAND STILL.

AUTOMATIC FEED.



PATENTED.

THE CANS STAND STILL.

PARTICULARS FOR THE ASKING.

L & J. A. STEWARD,

MANUFACTURERS OF CANS AND MACHINERY,

RUTLAND, VERMONT.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.		Regular.	
Standard 2s	$		50	
" 3s			60	62½
" Gallons			1 90	2 00

BAKED BEANS.

Lunch 1s	$		31	35
" 2s			40	45
Tall 2s			40	45
" 3s			55	75

BEANS.

Green String 2s	$		47½	50
" " 3s			65	70
" " Gallons			1 95	2 00
White Wax 2s			42½	45
" " 3s			65	70
" " Gallons			1 75	1 80
Refugee 2s			65	70
" Extras, 2s			1 25	1 40
Green Lima 2s				90
" " small 2s			1 10	1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$		80	
" Extra Fancy Preserved Strawberries			1 50	
No. 1 Ex. Pres. Strawberries			85	
" 2 Standard Raspberries			85	
" Ex. Pres. Red Raspberries			1 20	
" Standard Blackberries			60	
" 3 " "				
" 2 Extra Blackberries			1 20	
" " Fancy "				
" Standard Gooseberries			80	
" " Blueberries				

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$		57½	60
" " Pres			75	80
Blueberries, 2s			1 00	1 00
Strawberries, 2s			75	77½
" Preserved 1s			85	90
" " 2s			1 50	1 75
" Gallons			5 50	5 75
Gooseberries, 2s			80	85
Raspberries, Red 2s			85	90
" " " Preserved			1 20	1 25
" Black 2s			85	90
" " " Preserved			1 20	1 25

CHERRIES.

Red 2s	$		60	65
White 2s			1 20	1 25
Extra White			1 30	1 50

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$		60	62½
" New York or Maine Style			52½	65
" Seconds, Soaked				
" Standard, Evergreen			55	60

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$		55	
" " " Dry Packed			57½	
" Ex. Sugar Corn, fine qual., dry pk'd.			70	

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$		55	60
" New York or Maine Style Dry Pack			55	65
" Seconds " " "				

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$			55
2s Standard Shoe Peg Corn			60	65
2s Extra Standard Corn, Maine Style				55

CORN AND TOMATOES.

No. 2	$			75
No. 3				

OKRA.

Standard 2s	$			65
" 3s				85

OKRA AND TOMATOES.

No. 2	$			70
No. 3				90

OYSTERS.

	Cash.		Regular.	
E. C. SHRINER & CO., Brokers, Baltimore.				
1s Lunch, Selects, Oval Cans	$			1 15
1s, 6 Ounce Selects				
2s, 12 " "				
1s, 4 Ounce	$			75
2s, 8 "				
1s, 5 "				85
2s, 10 "				1 65
1s, Light Weight				42½
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 1 Extra Lunch	$		1 10	
" 2 "				
5 oz. No. 1 Standards				85
10 " "				
5 oz. Standards, tall cans			87½	
10 " " "				
4 oz. No. 1 Cove			75	
8 " 2 "				
No. 1 Light Weights			42½	
" 2 " "				

PEARS.

Bartlett 2s	$			
" 3s				
Extra Bartlett 2s				
" " 3s				

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$		1 70	1 75
" Seconds, "				
" Pie Unpeeled				85

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 3 Extra Standard Yellow Peaches	$		1 70	1 75
No. 3 " Selected " "			1 85	1 90
No. 3 Standard, Yellow, Balto. packed			1 60	1 65
" Seconds, Yellow			1 25	1 30
" " White			1 25	1 30
No. 2 " Peaches			85	90
No. 2 Standard, Yellow			1 25	1 30
" " White			1 25	1 30
Gallons, Pie			2 75	2 85
No. 3 Pie			85	90

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$		85	
" " Peeled				
Gallon Pies, Unpeeled			2 75	
" " Peeled				
No. 2 Seconds, White			85	
" " Yellow			90	
No. 3 Seconds, White			1 25	
" " Yellow			1 30	
No. 2 Standards, White			1 15	
" " Yellow			1 20	
No. 3 Standards, White			1 60	
" " Yellow			1 65	
" Ex. Selected, Yellow				

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	$			1 00
" 3 Standard, White				1 50
" " Yellow				1 55
" 3 " Extra Yellow				1 65
" 3s Selected, Yellow				1 85
" 3s Country Standards, Yellow				1 45
No. 2 Standard White				1 10
" Extra Standard, Yellow				1 20
" Seconds, White				85
" " Yellow				90
" 3 Seconds, White				1 25
" " Yellow				1 30
" 3s Peeled Pie, Yellow				1 20
" Pie, Unpeeled			80	85
Gallons, Pie, Unpeeled				2 60
" " Peeled				

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$			95
" " " Sifted			1 10	1 25
" " " 2ds, labeled Standard			80	85
" Soaks			40	45
" Seconds				
" Marrowfat, Full Standard				95
" Extra Sifted			1 45	1 60
" Petit Pois			1 75	2 00

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$			
" Standard " White				
" Second Early June				
" Standard "	90	1 00		
" Extra "	1 00			
" Sifted "	1 00	1 20		
Ex. Sifted "	1 20	1 60		
Ex. Fan. Sf'd " Petit Pois	1 75	2 25		

PEAS—Continued.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1 Sifted Early Junes		60
1 Finest Sifted, Petitis Pois		1 00
2 Early June Standard		1 00
2 " Sifted		1 10
2 " Extra Sifted	1 20	1 25
2 " Extra Fine Sifted	1 45	1 50
2 " Petit Pois	1 75	2 20
2 " Seconds		90
2 " " Sifted		95
2 " " Extra Sifted		.....
2 Extra Standard Early Junes		1 00
2 Extra Standard Marrowflats		1 00
2 Marrowfat		95
2 " Sifted		1 10
2 " Extra Sifted		1 25
2 Seconds		85

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.		
2s Seconds in Water, E. & C		75
2s Standards in Syrup, Not E. & C		90
2s " " " E. & C		90
2s " Grated, in Syrup		1 10
2s Extra Standard, Whole Circles, E. & C		1 30
2s Selected, Whole Circles, Heavy Syrup		1 45
2s " Grated, Heavy Syrup		1 50
2s Fancy Extra Selected, Preserved Sliced	1 75	1 80
2s Fancy Extra Selected Grated, Preserved	1 75	1 80
1s Standard Grated, Heavy Syrup, E. & C		85
1s Fancy Grated, Preserved		90
1s Cocktail, Heavy Syrup		90
2s Pie Grated. Solid Packed .50 in Syrup		50
3s Pie Grated, Solid Packed .65 in Syrup		70
Gallon Pie Grated, Solid Packed 1.85 in Syrup		1 90
T. G. CRANWELL & CO., Brokers.		
No. 2 Seconds, Not Eyeless	70	
" " Eyeless and Coreless	85	
" Standards, Not Eyeless	90	
" " Eyeless and Coreless	1 00	
" Ex. " " "	1 30	
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	90	
" " Grated	90	
" " Cocktail	90	
No. 2 Extra Fancy Grated	1 75	
No. 3 Pie Grated, in Water	65	
" " in Syrup	70	
Gallon " in Water	1 80	
" " in Syrup	1 90	

TOMATOES.

	Cash.	Regular.
T. J. MEEHAN & CO., Brokers, Baltimore.		
No. 3 Full Standards	87½	90
" Seconds	85	87½
No. 2 Full Standards	77½	80
" Seconds	72½	75
Gallons, Standard	3 25	3 25
H. H. TAYLOR & SON, Brokers, Baltimore.		
No. 3 Full Standard	95	
" Seconds, Labeled Standards	90	
No. 2 Full Standards	77½	80
" Seconds, Labeled Standards	75	62½
T. G. CRANWELL & CO., Brokers, Baltimore.		
No. 2 Standard Tomatoes	80	
" 3 " "	95	
" 3 Ex. Select Tomatoes, Tall Cans		
" 3 Second Tomatoes	87½	
" 2 "	75	
Gallon Standard Tomatoes	3 25	
E. C. SHRINER & CO., Brokers, Baltimore.		
No. 3 Standard	90	92½
" " Country	90	92½
" " Extras	92½	95
" " Fair		
No. 2 Standard	75	80
" " Country	75	80
" Second	70	
" 3 "	87½	
Gallon, Standard	3 25	3 35

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 10 @ 2 15
" Maryland gallons	1 95 2 05
" No. 3 Standards	90 1 00
APRICOTS—California Standards 2½s	1 75 1 85
ASPARAGUS—Oyster Bay	4 50 .....
" No. 3 Tips	3 00 3 25
BEANS—No. 2 Lima	80 1 00
" No. 2 String	57½ 60
" Baked, No. 3	75 90
CORN—No. 2 New York State	65 70
" " Maine	72½ 82½
" " Maine, Fancy	90 97½
" " Southern	60 65
" " Western, 2s	52½ 65
LOBSTER—Flats, ½-lb	1 90 1 95
" flats, 1-lb	3 35 3 75
OYSTERS—5 Ounce Standards	90 95
" 2-lb. 10 Ounce	1 65 1 70
PEACHES—2½ Standard, California Yellow	1 85 1 90
" 2½ Extra Standard, California	2 00 2 20
" Southern Standard 3s	1 65 1 75
PEARS—California 2½	1 90 2 00
PEAS—No. 2 Early June Extra Sifted	1 50 .....
" " " " Sifted	1 15 1 25
" " " " Standard	95 .....
" " " " Seconds	90 95
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 65 1 95
" " Grated	1 50 1 65
" Standards	1 05 1 25
" Gallon Pie, Grated	2 40 2 50
PUMPKIN—No. 3	75 .....
" Gallon	1 50 1 75
SALMON—Columbia River talls, 1-lb	1 57½ 1 60
" " " flats, 1-lb	1 85 1 92½
" " " ½-lb	1 07½ .....
" Alaska Red, talls, 1-lb	1 02½ .....
" Medium Red, talls, 1-lb	1 00 .....
" Chums, talls, 1-lb	....
" Sockeye, flats, 1-lb	1 65 .....
" " talls, 1-lb	1 50 1 55
" " flats, ½-lb	1 05 .....
" Alaska Pink, talls, 1-lb	95 97½
" Cohoes, talls, 1-lb	97½ 1 00
" Cohoes, flats, 1-lb	1 15 1 17½
STRAWBERRIES—Gallons	5 75 8 50
" Standard 2s	80 82½
SUCCOTASH—Maine pack, 2s	....
" State pack, 2s .....75 80 Southern	67½ 70
TOMATOES—No. 2 Standard Maryland	77½ 80
" No. 3 " "	97½ 1 00
" No. 3 " New Jersey	1 10 .....
" Gallons, Maryland	3 30 3 40
" Gallons, Jersey	3 50 .....

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 26	25	24
Wire Coil	26	25	24
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$ 9 50 per thousand.
No. 2 S. H	12 50 "
No. 2 P. H	13 00 "
No. 3 P. H	16 50 "
Gallon P. H	40 00 "
No. 3 Jersey P. H., Standard	17 50 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand.

Continental Can Co., prices same as above, Cans and Solder Hemmed Caps.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$12.75	$16.75	$45.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 27
Carboys	1 50

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$ .....
I. C., 14x20, 107 lbs. Bessemer Steel	3 77
I. C., 14x20, 100 lbs. Bessemer Steel	3 61
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 24
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 28
I. C., 14x22, 110 lbs. Bessemer Steel	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 98

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$43 00	43 50	.....	.....
Malacca	43 00	43 50	.....	.....

PIG LEAD.

Omaha	$ 6 10	6 25	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅓ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

PERFECTION
SOLDERING FLUX

For machine and hand capping. More of this used than all other kinds combined. Samples Free by Mail.

PERFECTION
TOMATO COLORING

The best, cheapest, and since the Pure Food Laws have become so strict, practically the only kind used.

BALTIMORE CHEMICAL COMPANY,

Correspondence invited, expert advice. **400-401 MARINE BANK BLDG., BALTIMORE, MD.**

ESTABLISHED 1870

Have your Canned goods become soiled or rusty? If so, coat your cans with

MAIER'S SILVER LACQUER

This Lacquer will cover all rust and make your cans look bright, same as original; applied with a brush. Put up in cans.

JOHN G. MAIER'S SONS

Manufacturers Lacquers, All Colors

Baltimore, Md.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

The South

Offers the Largest Field for the Truck and Fruit Grower and is destined to be the seat of Important Canning interests.

Cannery Locations

Are available now in various sections traversed by the

SOUTHERN RAILWAY
AND
MOBILE & OHIO RAILROAD

Locations unexcelled in point of Raw Materials and Proximity of Markets.

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

WASHINGTON, D. C.

To Successfully Pack Canned Goods:

YOU MUST UNDERSTAND YOUR BUSINESS, know the best methods, the cheapest way of producing the best goods. Every man has his own ideas—his own methods; but every man worth while can learn something from his fellow man and in learning it, may save himself money. Then again to be successful you must try to keep to the front in your business—and to do this you must be constantly improving your products, or bringing out new ones.

Is it not worth $5.00 to secure all this? A Complete Course in Canning is a work by a man who has had a vast experience in every section of the country, covering over twent-five years in the canning of fish, fruits, vegetables, meats, soups, etc., in the making of condiments, sauces, catsups, pickels, preserves, jams, jellies, and marmalades; and the result of his experiments and work are given in actual working formulae—receipts—in this book. All of these were published in THE TRADE—in serial form, and received the highest commendation from the whole industry. So we offer a book of receipts that have not only been used for years—but have been approved by the entire industry—public approval.

Price $5.00 cash delivered by mail; or C. O. D. expressage. Order now so as to have the book on hand during the season—in case of trouble.

A Satisfied Man.

THE TRADE, Baltimore, Md.

WELDON, ILL., August 13, 1906.

Gentlemen:—

I received the book Friday evening, the 10th. It is just what I need. I think it is an ideal work and am very much obliged to you. Find inclosed, $5 Postal Order.

L. P. MOORE, WELDON, ILL.

THE TRADE

107-109 South Frederick Street, ***BALTIMORE, MD.***

THE STEVENSON ROTARY HEADER

PATENT APPLIED FOR.

The cut represents the new Rotary Header we are now building. We call especial attention to the simplicity of construction and working parts, it is easily changed from one size can to another.

The material and workmanship are the best.

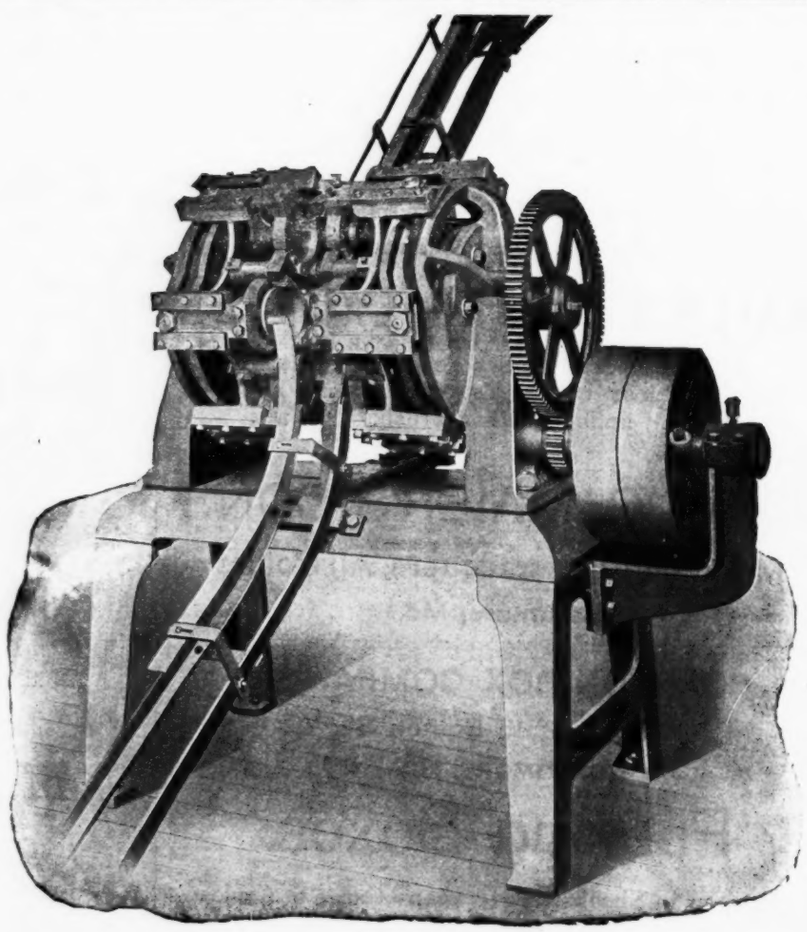
Capacity 50,000 headed bodies in ten hours.

MANUFACTURED BY

Stevenson & Co.,

601-7 S. CAROLINE STREET,

BALTIMORE, - - MD.



EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HELP WANTED.

There are hundreds of salesman positions listed at our twelve offices at salaries of $1000-$8000. No matter what your line, nor where your territory, at least several of these openings would be of especial interest TO YOU. Positions also open for Superintendents, Foremen, Chemists, Accountants, Office Managers, Correspondents, etc. Write us today for sample copy of OPPORTUNITIES decribing hundreds of desirable openings. Kindly state experience and position desired. HAPGOODS, 305 Broadway, N. Y.

WANTED.—Competent man to manage canning plant soon to be establish. One who will take some stock preferred. Great opportunity for a hustler; fine fruit and vegetable lands. Ideal facilities. Address, T. W. Larkin, Denison, Texas.

WANTED.—Foreman for Can making factory. A man who is accustomed to producing high grade goods and is thoroughly competent in all the departments of a Can Making establishment, can secure an exceptional position by submitting satisfactory credentials to E. D. M. Care The Trade.

Managing Man wanted for Cannery, Central New York. Must have fair education, experienced in packing fruits and vegetables, and with discretionary judgment in fine details of packing. Address S. A. Atkins, Care The Trade.

WANTED—We are looking for an experienced man as Superintendent, capable of handling help successfully, understanding the latest approved methods of putting up Canned Goods. State what goods you have packed, with whom you have worked, and your experience. Address, Box 2884, Boston, Mass.

WANTED—Experienced man to take charge of Can Making Plant. To a competent man, steady position and good wages. Address,
Stevenson & Co., 601 South Caroline Street, Baltimore.

SITUATIONS WANTED.

WANTED—Position by an experienced processor of all grades of jellies, jams, catsups, sauces and pickles; also canning of fruits and vegetables. Am a good manager of help and strictly sober. Ohio or Indiana preferred. Address, Modern, care of The Trade.

WANTED—A position as processor in first-class plant, and can pack all kinds of vegetables and fruits. I have packed in seven different States. and the brokers all know my goods to be first-class. I can give references if desired. Address 697 Hopkins St., Buffalo, N. Y.

WANTED—Position by a reliable man with years of experience, in the manufacture of high class catsup, jellies, preserves, sauces and relishes, etc. Am also a good processor of canned goods and can furnish the best of references. Address, "Preserver," 3rd House, Julent St., Madisonville, Ohio.

WANTED—Clerical Position in Baltimore cannery; am at present employed with well-known concern; can refer to them. If you desire a man who means business, kindly address "J. B. F.", care of The Trade.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

An Expert Condensed Soup maker will be open for Engagement very soon, makes full line 21 varieties, also Chille Condensed Carne and Potted Meats, would especially wish to Negotiate with firm desiring to enter upon the manufacture of Condensed Soups. Could render good service as manager of help in any department, especially Tomato or Peach Packing. Address, B. C. care The Trade.

POSITION WANTED—By Processor and Manager having years of experience packing fruit and vegetables of all kinds, also winter goods and making of cans. Am familiar with all the latest and most approved machinery; can give best of references as to character and ability.
Address, "T. C.", 330 Girard Avenue, Baltimore, Md.

WANTED.—Position as salesman or processor, uuderstanding the packing of all fruits, corn, tomatoes, etc. Eight years experience, best of reference. I prefer the Middle West. Can commence about October 15, 1906. Address, L. W. M. Care of The Trade.

WANTED—Position by reliable man with 12 year experience in the manufacture of high grade Preserves, Jellies, Jams, Catsup, Fruit Butters, Chili Sauce, Woster Sauce, Olives, Pickles, Relish, Baked Beans, Maple Syrup, Mangoes, can render good service as manager of Help. At present head of a large local concern. Address W. McHugh, 901 Union Avenue, Allegheny, Pa.

WANTED.—By a reliable practical man a position as managing superintendent in the canning business, am thoroughly acquainted with every branch of the business as well as the latest and most modern machinery. Would give my 20 years active experience for a moderate living salary, and to prove my confidence and ability would be willing to accept a reasonable percentage of the profits at the close of the year. Address "PACKER" care of The Trade.

Peach Pitter

THE MICHIGAN PEACH AND APRICOT PITTER

will pit your peaches whether peeled or unpeeled. Makes the scalding process for removing the skins practical. Cut down your expense, make your capacity what you wish regardless of help conditions by using these machines.

Mapes Machine Co.,

South Haven, Michigan.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman, Ph. G.

26 Milton Ave., Baltimore, Md.

CHOICE
TOMATO PULP
1906 PACK

WRITE US

J. H. WETHEY, Ltd.
ST. CATHERINES, ONT., CAN.

8-20-1m

CAPS SYRUP GOODS WITHOUT SCORCHING

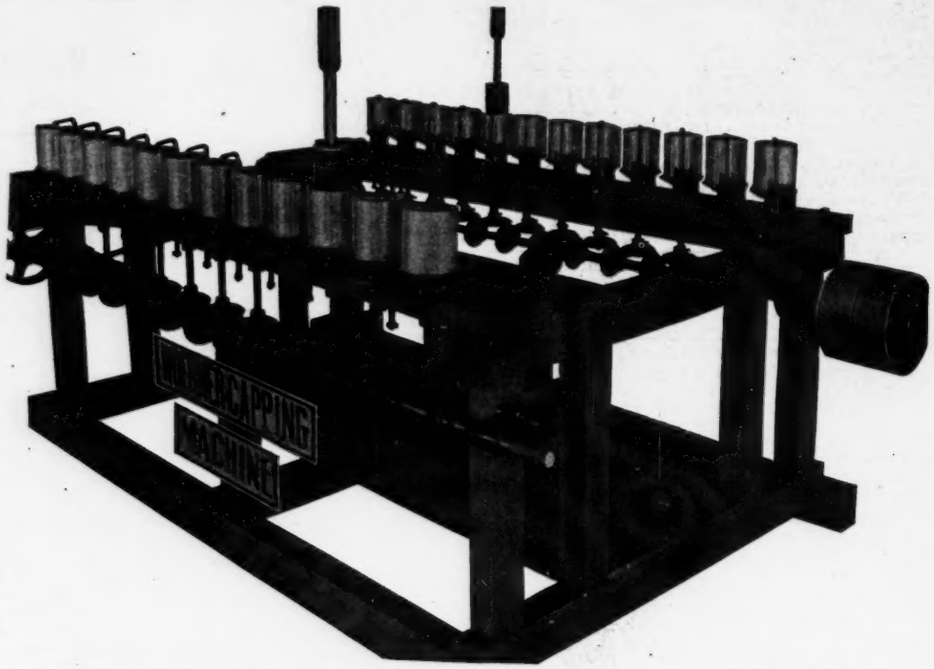
We have been told by different canners and workmen of large experience that our capper

BEATS ANY OF THE HIGH PRICED CAPPERS 40 DIFFERENT WAYS.

It will do work that no other capper will do—that is Cap Syrup goods without trouble or scorching; also, tall cans and No. 1, No. 2, No. 2½ and Standard, without any adjustment

NO FACTORY LARGE OR SMALL IS COMPLETE WITHOUT IT.

The canner who now packs from 10,000 to 15,000 cans per day, or less, by hand, can save the cost of this Capper in one season. Make no mistake—Labor is getting scarce and more independent every day, and you must overcome it by doing with less labor.



WE CAN PROVE OUR WAY OF CAPPING IS THE CHEAPEST, surest and best way, excepting none. We have the best and stand ready to prove it.

If anyone buying a capper this winter, will send us the top of a can, we will have a pair of steels made free of charge, send a man to start the capper and give all necessary points. Do not delay.

DAVID C. WOERNER, Liverpool, N. Y.

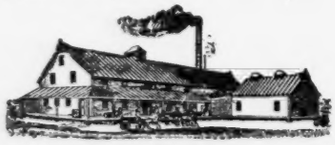
S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

THE HASTINGS SYSTEM

it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.



We Build Everything for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

Our Experience is Your Safeguard. Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

Refitting for Profit—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

THE HASTINGS INDUSTRIAL CO.,

Cor. LaSalle & Lake Streets, - - Chicago, Ill.

STICKNEY HAND BRINE PUMP

USED BY LOBSTER PACKERS

FOR INJECTING LIQUID INTO SEALED CANS

VERY CONVENIENT for Doctoring Dry or Slack Filled Cans

Price, $25.00

ALL BRASS, $32.50

CONDENSED MILK FILLERS
BAKED BEAN FILLERS
SYRUPING MACHINES
AIR COMPRESSORS, SPECIAL FILLING MACHINES for any purpose or capacity.

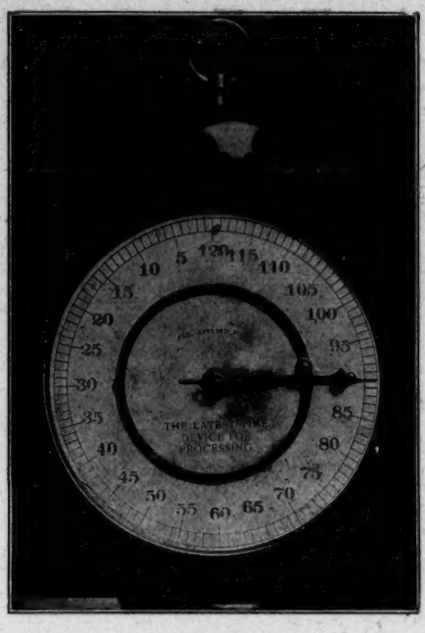
HENRY R. STICKNEY

PORTLAND, ME.

Special New England Agent For
SPRAGUE CANNING MACHINERY CO.

THE STAFF REGULATOR

FOR PROCESSING



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COOKING

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MAKES

YOU

THINK

The most important device in the process room. The leading packers are using it. PRICE BUT $3.50.

JOHN T. STAFF, Jr.

TERRE HAUTE, - - - INDIANA

HOWARD'S PATENT

REVOLVING - CAPPERS

The Paonia Packing Co.

PAONIA, COLO., July 21, 1906.

M. E. HOWARD MACH. WORKS,
Indianapolis, Ind.

GENTLEMEN:

Your Capping Machine has been installed and is giving good satisfaction. We need trays for two and one-half (2½) pound cans. Wish you would cast a dozen and ship to us immediately.

Yours respectfully,
PAONIA PACKING CO.
By W. H. Baker.

P. S.—You will notice that letter is up-to-date. Machine used is our 12 tray double caps sample to gallon cans and big mouth cans. You don't get stuck when you have Howard Capper.

M. E. HOWARD MACHINE WORKS

INDIANAPOLIS, INDIANA

Manufacturers of Engines, Cappers, Inside Heating Steels and Howard Inside Heating Tipper : : : : : : :

Remember we are Manufacturers and it will be to your interest to get our prices.

THE CANNED GOODS EXCHANGE

OF BALTIMORE, MD.

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Canned Goods Brokers

ABERDEEN, MARYLAND

CORN AND TOMATOES A SPECIALTY

TIN STRIPS AND CIRCLES

BOUGHT BY

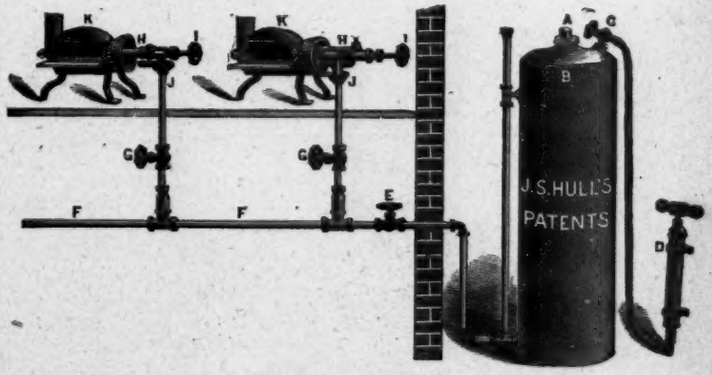
AMMIDON & CO.

31 South Frederick St., Baltimore, Md.

J. S. HULL MFG. CO.

125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



Manufacturers of

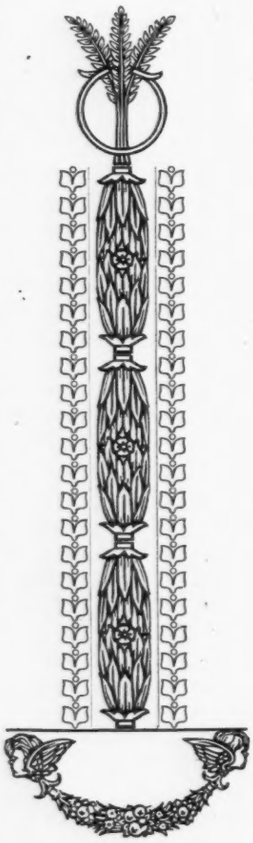
HULL'S

PATENT GASOLINE BURNERS,
FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

AMERICAN CAN COMPANY



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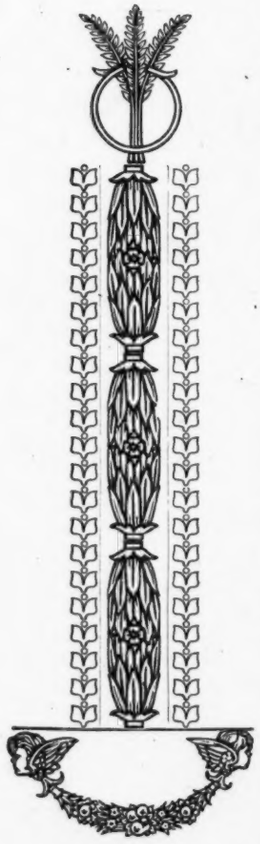
San Francisco, Cal.
Kohl Building